Trade and Industry

14 October 1977 Every Friday 35p

We're flying faster, m
Middle East than an

The P&O [illegible] sets the standard for export shipping service[illegible] to the Middle East. With container facilities available, through P&O and P&O joint operations, to the major trade centres —including the Gulf and Red Sea. Conventional services also cover Iran, East and North Africa and many Eastern Mediterranean destinations.

And P&O offer the fastest, most frequently scheduled UK and Continental sailings to all the important ports in these vital export trade areas.

Through associate companies, P&O provides an extensive road haulage service throughout the Middle East. A vast network that takes in Saudi Arabia, the Arab Emirates and every other significant inland market.

P&O also have the largest number of local agents operating in the area, plus 135 years of successful trading experience in the Middle East. This all adds up to a shipping service second to none.

FOR FURTHER INFORMATION PLEASE ENCIRCLE TI 617 ON READER SERVICE REPLY FORM IN THIS ISSUE

ore frequently to the y other shipping line.

So export to the Middle East with P&O—your standard for shipping service.

For full details contact:
P&O Strath Services Limited,
London—Tel: 01-283 8787.

Or UK Brokers: Eastern Liner Services Limited,
London—Tel: 01-247 5498.
Liverpool—Tel: 051-236 5432.
Hull—Tel: 0482 223614.
Glasgow—Tel: 041-248 7021.

P&O Strath Services

Spotlights on Romania and Hong Kong.

Romania and Hong Kong are very important markets for Britain.

But how can you take full advantage of them?

What are the market conditions, outlook, opportunities and regulations?

Midland Bank's Spotlight publications 112 and 113 will help answer these questions and more.

You can get these valuable publications, plus a fact sheet of current information to all exporters, for the cost of sending us the coupon.

The cost of not getting them could be considerably more.

SPOTLIGHTS 112 AND 113 ARE ON ROMANIA AND HONG KONG.

Tick appropriate box

ROMANIA ☐

HONG KONG ☐

To: The Panel for Overseas Trade Development, Midland Bank Limited, International Division, 60 Gracechurch Street, London EC3P 3BN. (Telephone: 01-606 9944).

Name _____

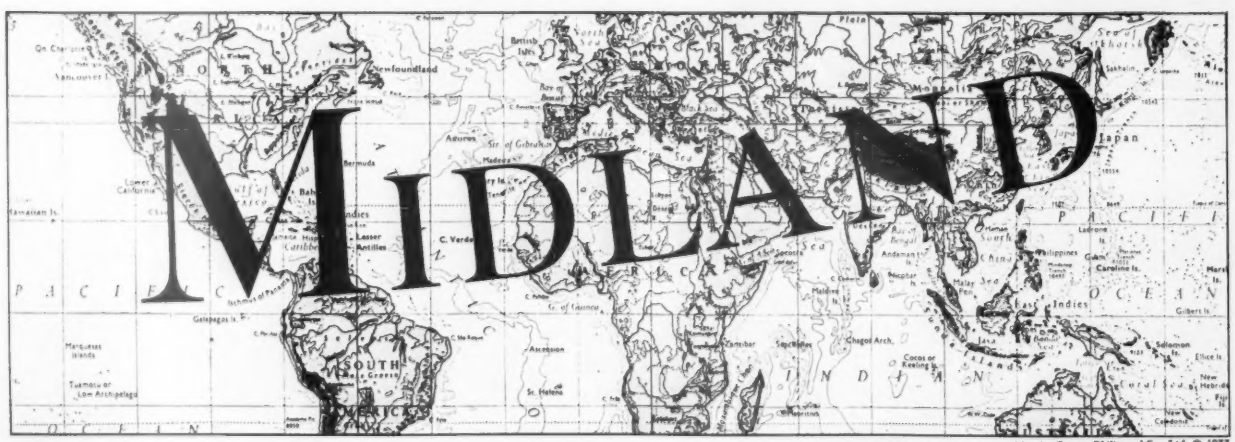
Position _____

Address _____

_____

1T124

Registered in England (No. 14259)
Registered Office Poultry London EC2P 2BX



Map by George Philip and Son Ltd. © 1977.

Midland Bank International Delivers.

Midland Bank Limited, International Division, 60 Gracechurch Street, London EC3P 3BN. Tel: 01-606 9944.

FOR FURTHER INFORMATION PLEASE ENCIRCLE TI 616 ON READER SERVICE REPLY FORM IN THIS ISSUE

Trade and Industry

14 October 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

Our artist Lawrence Littleton Evans has given an appropriate autumn touch to our latest quarterly trade promotions guide (centre pages). He based his drawing on material from an export display pack produced by Aldisplay Ltd, London SE1.

Trade and Industry

Incorporating the Board of Trade Journal

Volume 29 no. 2.

Pages 61 to 112. 14 October 1977.

Price 35p. Net subscription post inclusive, £24.99.

Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Editor	Alan Williams	01-215 5653
Deputy editor	Gillian Samuel	01-215 5620 01-215 5654
Home news and technology	Peter Curtis Jennifer Clarke	01-215 3019 01-215 5074
European community and overseas trade	Alex Mayne-Reid Geoff Heaford	01-215 3016 01-215 3006
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 3388
Assistant business manager	Laura Kaufman	01-215 5656
Circulation control	Christine Swinyard	01-215 5021

Advertisement department
13 Great James Street, London WC1 01-242 9478

Advertisement manager	Dudley Masters	
Deputy advertisement manager	Tom Barratt	
Northern manager	Allan Loftus	061-766 2191

11 Randale Drive, Bury, Lancashire BL9 9HZ

Subscriptions: HMSO, PO Box 569, London SE1 01-928 6977 ext. 472

© Crown Copyright 1977

Short extracts can be published without specific permission providing that the source is duly acknowledged.

The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.

The government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

ABC

Member of the Audit Bureau of Circulations

ISSN 0006-5323

This week

German industrial mission in UK 64
Dupont invests $50m in Northern Ireland 64
Interim price increase for Fisons 64
Manufacturers' price rise smallest for 4½ years 64
Fuel consumption tests for new cars 64
NEB appointments 64
Space telescope contracts for BAC 64
International mining exhibition 65
Fairey Company in receivership 65
Seminars on efficient use of energy 65
UK and USSR sign latex foam agreement 65
Increased trade with Israel sought 65
ECGD first dollar loan to the Philippines 65
Jenkins holds talks in Japan 65

Home news

Government wants to intervene in RTZ v Westinghouse case 66
Clearance of merger proposals 66
Views sought on proposed Redfearn National Glass acquisitions 66
Health and Safety Commission's five-year programme 66
Patents endorsed 'licences of right' and endorsement cancelled 68
Toll of industrial accidents and diseases published 68
Starting up on your own: Workington seminar 69
Work starts on factories in North Shields and Walker 69
New occupants at Rock Ferry 69
Advance factories bring jobs boost to Wales 69
Salford entrepreneurs win innovator prize 70
Particulars of dealers in securities and unit trusts 70

Government sales 71

New publications 72

New products 73

Technology news 75

European community news

New commission proposals on beef support system 77
USSR fishing rights lapse 77
Applications for £5.4 million geothermal R & D programme invited 77
PM to visit West Germany 77
CBI publishes booklet on competition law in the community 77
Choosing a business partner elsewhere in the community 78
Proposed suspension of CCT 78
EEC tariff quotas 1977 – replenishments 78
New EEC documents 78
Generalised tariff preference scheme (GSP): restoration of normal duties 79
Tariff quotas 1977 – exhaustions 79
Eliminating technical barriers to trade within the EEC 80

Overseas trade news

South American industrial project promotion 84
United States debut for Viewdata 84
Changes in customs import entry and boarding procedures 84
Additional codes (CACs) for exports 85
British Aerospace Australia reconstituted 85
BOTB support for firms from October to December 85
Certificates of origin: issuing bodies 85
British medical technology on show in Madrid next week 85
Seven UK firms in Tokyo motor show 85
Canning House seminar on Mexico 86
Materials testing equipment next year in Tokyo 86
Last opportunity to apply for Tehran fair 86
Disclosure of import information 86
Market report, Tanzania: where the tide is on the turn 87

Exhibitions

EMO provides shop window for world machine tools 89
Successful packaging comeback in Finland 90
UK firms have much to offer at Spoga 90
Wescor focus on microprocessor peripherals 90
Strong British presence at Brno 91
Expansion anticipated at Paris jewellery salon . . . 92
. . . and promising results for leather week 92
Over £5½ million business expected from Tehran fair 92
British designers in force at Lille 93
Footwear manufacturers look for EEC markets 93
Scientific exhibition in South Korea 93
Capital goods exhibition in Iraq 93
Fifty thousand buggies ordered at Cologne show 93

Country data

Argentina 94, Australia 94, Barbados 94, Brazil 96, Colombia 96, Cuba 96, Cyprus 96, Dubai 96, Fiji 97, Finland 97, Ghana 97, Iraq 97, Japan 97, Nigeria 97, Norway 97, Pakistan 97, Sierra Leone 97, South Africa 97, Sweden 98, Thailand 98, United States 98, Yugoslavia 98, Zambia 98

Export successes 100

Statistics

The economy: selected indicators 103
Further fall in inflation rate indicated by Price Commission index . . . 104
. . . and manufacturers' output prices rise only ½ per cent in September 104
Bigger share of the cake for state pensioners, working women and lower paid 105
New companies registered in September 105
Vehicle production: provisional estimates for September 105
Retailers' stocks in August 106
Business Monitors 106
Footwear industry: orders, deliveries and stocks in July 107
Made-up clothing: orders and deliveries in July 107
Registration of British, community and foreign films 108
Index to statistics 108

Readers' reply service 111

Trade promotions guide centre pages

Trade and Industry this week

HOME

German industrial mission in UK

In the UK this week (12 to 14 October) to promote Anglo-German industrial collaboration in all fields is a group of senior industrialists and bankers from the Federal Republic of Germany.

The mission has been invited by Eric Varley, Secretary of State for Industry, in order to inform its members of the government's economic and industrial policies. It will meet the Prime Minister, the Chancellor of the Exchequer and the Secretaries of State for Foreign and Commonwealth Affairs, Energy and Industry. Discussions will also take place with the governor of the Bank of England, the chairman of the British Overseas Trade Board, the general secretary of the Trades Union Congress and representatives of the Confederation of British Industries, leading British industrial companies, the Trades Union Congress and government departments.

The party will be encouraged to consider the United Kingdom as a place for investment, as a source of supply, and as an industrial partner in third countries. The visit takes place in the context of efforts by the Federal German and British governments to harmonise economic policies within the EEC.

Dupont invests $50m in N. Ireland

Dupont, the United States chemical giant, announced on Tuesday that it was investing $50 million to modernise its factory in Maydown, Northern Ireland.

Welcoming the decision after visiting the firm's American headquarters, Secretary of State for Northern Ireland Roy Mason said that the investment would safeguard vital employment in Londonderry, where the level of unemployment was 'disgracefully high'. In addition the investment would provide 800 to 1000 jobs in the construction industry over a two-year period.

Interim price increase for Fisons

Pending the results of a Price Commission investigation, Fisons Ltd has been allowed interim price increases ranging from 1.4 per cent to 9.07 per cent on 14 products. The original price notification by the agrochemical division of Fisons covered 31 products and three product ranges, but no interim increase is taking place in the price of the remaining products.

The Price Commission announced on 30 September that certain price increases proposed by the agrochemical division of Fisons Ltd would be subject to investigation.

An effect of the commission's decision to investigate is that the price increases proposed may not be implemented during the period of the investigation, which must be completed within three months. However, the commission is obliged to allow interim price increases to the extent to which the safeguard regulations operate.

Manufacturers' price rise smallest for 4½ years

Manufacturers' output prices rose only ½ per cent in September – the smallest rise for 4½ years.

Provisional figures released by the Department of Industry on Monday show that the index for home sales of manufactured products measured over a 12-month period fell again, from 20 per cent in August to 19 per cent in September.

There was a further fall in the index for materials and fuel purchased by manufacturing industry (see page 104).

Fuel consumption tests for new cars

From 1 April next year, fuel consumption figures for all new cars must be published. The date is set by an order which Tony Benn, Secretary of State for Energy, laid before parliament on Monday. The order affects all cars – including foreign makes – manufactured on or after 1 January 1978.

New cars on display in showrooms and on forecourts will have to carry a label showing the official fuel consumption figures for that model of car and the figures must be included in car handbooks.

Dealers must also have available for inspection by customers information about the petrol consumption figures achieved by all cars which have undergone officially-approved tests. These details will be provided by the Department of Energy before 1 April.

If any statement about fuel consumption is made in promotional material, such as advertisements, technical specifications and sales brochures, the results of the official petrol consumption tests must be included.

Because each model will have undergone the same approved petrol consumption tests, consumers will be better able to assess the fuel economy of different models, although actual petrol consumption will vary according to factors such as driving habits and the standard of vehicle maintenance.

Three-wheeled vehicles, invalid carriages, vehicles fuelled by diesel or liquid propane gas, four-wheel drive models, goods vehicles, electric vehicles and cars manufactured for use outside the UK are exempted from the order.

If new cars are offered for sale but do not display the petrol consumption test label or if the test results of all cars are not available for inspection, dealers will be liable to a fine of up to £400. The same penalty exists for anyone who does not include the test results in promotional literature in which reference is made for petrol consumption of a new car.

Copies of the order, Control of Fuel and Electricity, the Passenger Car Fuel Consumption Order 1977, SI 1977 No. 1603, are available from HMSO and branches, price 25p net.

NEB appointments

Hugh Scanlon, president of the Amalgamated Union of Engineering Workers, and Sir Jack Wellings, chairman and managing director of the 600 Group Ltd, have been appointed additional part-time members of the National Enterprise Board. The appointments, made by Eric Varley, Secretary of State for Industry, bring the board membership of the NEB (including the chairman) to 11.

Space telescope contracts for BAC

British Aircraft Corporation, Electronic and Space Systems, at Bristol has been awarded two space contracts totalling £13.3 million by the European Space Agency (ESA) for work on the National Aeronautics and Space Administration Space Telescope.

The contracts will last for five years and four years respectively. The first, valued at £6 million, covers the development and manufacture of the Space Telescope solar array that will power the telescope during its 10-15 years' lifetime in space. The second contract, for £7.3 million, is for the development and

manufacture of a photon detector assembly (PDA) which is the heart of a 'faint object' camera, one of five focal plane space telescopes. For this contract, BAC will lead a consortium of 11 companies from eight European countries and in addition to the management and system engineering of the PDA project will also be responsible for the pattern recognition electronics.

International mining exhibition

Britain's largest-ever mining exhibition is being held at the National Exhibition Centre, Birmingham this week (Monday to Saturday)

The international mining exhibition, presented by the Council of Underground Machinery Manufacturers, is held every five years. This year's event presents the plant, machinery, products and services of over 300 companies (see *Trade and Industry*, 7 October, page 16).

Fairey Company in receivership

In a statement following the announcement that a receiver had been appointed to the Fairey Company on Tuesday (11 October), the Department of Industry said that it had advised the receiver that it will be prepared to consider proposals for the use of its powers under the Industry Act 1972 by possible purchasers to maintain viable employment at the company's factories in assisted areas.

Seminars on efficient use of energy

Potential for improving the efficient use of energy in manufacturing industry will be discussed at a two-day seminar on 13 and 14 December. It will be opened by Les Huckfield, Parliamentary Under Secretary of State for Industry.

The seminar, which will be held at the Centre Hotel, Newcastle upon Tyne, will be of interest to senior management from industry, the professional institutions and organisations, fuel consultants and all those concerned with the efficient use of energy in industry. Delegates will be invited to give their views on energy conservation in industry.

Under discussion will be the progress of the Department of Industry's two schemes – the industrial energy thrift scheme and the energy audit scheme – to encourage the better use of energy in industry. The findings are those obtained since the first progress seminar was held in June 1976 at the National Physical Laboratory.

Papers will also be presented from Industry on energy saving achievements and from the Department of Energy's energy technology support unit describing its energy audit studies on selected energy-intensive industrial processes.

The seminar is organised by the Department of Industry, through its energy unit and the northern regional office, with the cooperation of the Northern Regional Energy Conservation Group.

Application forms may be obtained from Mrs E. Dracup, Northern Regional Office, Department of Industry, Stanegate House, Groat Market, Newcastle upon Tyne NE1 1YN, tel. 0632 24722.

OVERSEAS

UK and USSR sign latex foam agreement

A multi-million pound agreement has been signed between Dunlop and Licensintorg, the USSR licensing organisation, for the production of latex foam in the Soviet Union, it was announced on Wednesday.

Dunlop will be supplying technology and engineering design assistance to enable the USSR to set up a factory to produce latex foam. The special equipment and services to commission the plant and train the Russian personnel are features of the contract.

The decision by the USSR to set up this latex foam operation followed a visit of Soviet experts to Dunlop's Dunlopillo division in Harrogate last year and involved detailed technical and commercial discussions. As part of the five-year plan to provide more consumer products for the Soviet Union, the Soviet operation will produce blocks of foam that can be used for mattresses or converted into other forms of domestic cushioning.

Increased trade with Israel sought

This week's second meeting of the UK/Israel joint committee, which closed yesterday (13 October), took place at the Department of Trade, London. Co-chairmen were Peter Gregson, under-secretary at the Department of Trade, and Dr Yaacov Cohen, assistant director general for foreign trade, Israeli Ministry of Industry, Trade and Tourism.

The committee's aim is to improve the understanding of marketing conditions and techniques in both countries in order to stimulate an increased flow of trade.

ECGD first dollar loan to the Philippines

ECGD has provided the guarantee of repayment and funding for a $3.2 million loan which Morgan Grenfell and Co Ltd, acting on behalf of themselves, Banque Belge Ltd, and Midland and International Banks Ltd (MAIBL), have made available to Sulu Agro Industrial Development Corporation of the Philippines. This is the first ECGD-backed dollar loan to the Philippines.

The loan will help finance a $4 million contract awarded by Sulu Agro to Simon-Rosedowns Ltd of Hull for the design, supply of equipment, supervision of erection and commissioning for a copra plant at Jalo, Sulu, Philippines Republic.

The plant is designed to process 125 tons of copra day and is scheduled for commissioning in late 1979.

You need to keep ahead

If you are in business you need to know the facts.

Every Friday, *Trade and Industry* brings you up-to-date information. It can help you keep ahead.

If you're not reading the current copy of *Trade and Industry* you're reading old news. And these days, news, if it's old news, is not much good to you – or your business.

Ensure you're the first with the facts – check the circulation list now. If there are more than four names on your list the chances are you need an extra copy of *Trade and Industry*.

Ring our Circulation controller on 01-215 5021 and ask about an additional subscription. Or simply clip the coupon on our Reader Services page towards the end of the magazine.

EUROPE

Jenkins holds talks in Japan

President of the European commission Roy Jenkins has, this week, been in Japan, seeing ministers and officials of the Japanese government.

On Wednesday he saw the Japanese Foreign Minister and other ministers and officials in the foreign department. He also held talks with the Japanese ambassador to the EEC. Later that day he met the Emperor and the Prime Minister.

On Thursday he met the Minister of Finance and the Minister for International Trade and Industry and held talks with the Keidanren, the Japanese equivalent of the Confederation of British Industry.

Home news

Government wants to intervene in RTZ v Westinghouse case

The government announced on 6 October that it wishes to intervene in the case of RTZ Ltd v Westinghouse, the United States corporation.

According to a statement issued by the Department of Trade in conjunction with the Law Officers' Department, the Attorney General wishes to put before the judicial committee of the House of Lords 'important considerations of public policy.'

The statement is as follows:

Before the Appellate Committee of the House of Lords on 27 July, Her Majesty's Solicitor General indicated that there were certain considerations involving the public interest which Her Majesty's Government might consider it appropriate to put before the Appellate Committee on the hearing of the appeal of the case of RTZ Ltd v Westinghouse.

Her Majesty's Government has given further attention to this matter and Her Majesty's Attorney General will wish to put before the Judicial Committee important considerations of public policy, including matters affecting relations with foreign States, the sovereignty and jurisdiction of the United Kingdom, and the anti-trust jurisdiction claimed by the United States government, which appear material to the issues arising on the appeal.

The hearing is scheduled to take place towards the middle of this month.

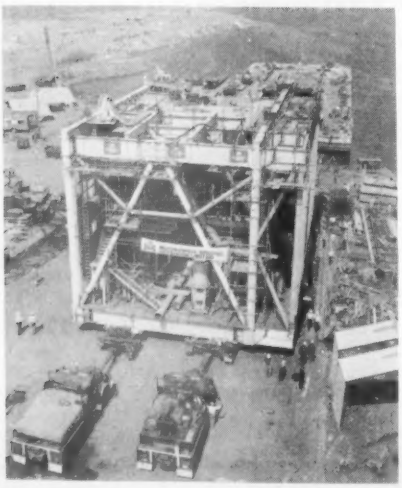
RTZ is appealing against a decision of the court of appeal requiring oral evidence to be given by directors of RTZ in proceedings taken against Westinghouse by 13 public utilities in the United States of America alleging breach or repudiation of contracts for the delivery of uranium. Westinghouse claims that one reason for its inability to perform these contracts was the activities of a cartel of which RTZ was alleged to be a member. These activities were claimed to be in breach of United States' anti-trust legislation. Westinghouse has also commenced proceedings against RTZ and others alleging violation of United States' anti-trust laws. This complaint seeks treble damages and an injunction restraining the defendants' unlawful acts.

At the same time the United States Department of Justice has been conducting an investigation of the uranium producing industry. A US grand jury in the district of Columbia has been empanelled in aid of the investigation. The focus of this investigation is possible violation of the US anti-trust laws.

The relevant legislation to the issue of the giving of evidence by the RTZ directors in the UK is the Evidence (Proceedings in Other Jurisdictions) Act 1975 which implemented the Hague convention of 1970 on the taking of evidence abroad in civil or commercial matters.

Wheels as effective as skids

Forty rows of modular bogie equipment and four 240 GTW tractor units were used for a multi-axled load out of a wellhead module weighing over 1000 tons from the Motherwell Bridge offshore yard at Leith. The module, destined for a Chevron production platform in the Ninian Field took only six hours to load out on a pneumatic tyred system in a detailed operation planned and executed by ITM (Offshore) Ltd of Cleveland, and carried out jointly with Pickfords Heavy Haulage Ltd. 'It went like clockwork, and proved the point that wheels can be as effective and reliable as skates or skids in the 1000 ton plus load outs,' commented ITM's operations director Brian Pearson.



Clearance of merger proposals

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the merger between Tagis Investments Ltd and Amalgamated Industrials Ltd, and the proposed merger between American Standard Incorporated and Clayton Dewandre Holdings Ltd to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Views sought on proposed acquisitions of Redfearn National Glass

Under the provisions of the Fair Trading Act 1973, Secretary of State for Prices and Consumer Protection Roy Hattersley has referred to the Monopolies and Mergers Commission the proposed partial acquisition by Rheem International Inc of Redfearn National Glass Ltd and the proposed acquisition by Rockware Group Ltd of Redfearn National Glass Ltd for investigation and report.

The reference was made on 22 September and the Commission is required to report within six months. Any person or organisation wishing to give information or views on the proposed acquisitions should write as soon as possible to: the Secretary, Monopolies and Mergers Commission, New Court, 48 Carey Street, London WC2A 2JT.

Health and Safety Commission's five-year programme

A five-year work programme covering a wide spectrum of health and safety at work activities is set out in the first report of the Health and Safety Commission.

The 140 projects in the plan of work – to be carried out by the Health and Safety Executive, the commission's operational arm – range from the preparation of new regulations on cancer-forming substances to help reduce serious long-term health hazards to workers, to preparing regulations for the safe handling and housing of bulls and producing a safety assessment of the commercial fast breeder reactor.

Future strategy

The report also contains an outline of the commission's future strategy. It has three main elements: a review and up-dating of existing health and safety legislation; promotion of positive attitudes towards health and safety at work; and improvement in the collection and dissemination of information, including an analysis of the cause and scale of hazard.

Without minimising the effectiveness of legislation, the commission stresses that it 'must develop programmes stretching much wider than the regulatory framework, programmes designed to convince everybody at work of their personal responsibility towards

You can get a grant of up to 22% on the cost of new industrial building, plant and machinery

These incentives could transform your ideas about your own company's investment plans:

- *Capital grants of 20% or 22% for new buildings and in many places, for new plant and machinery
- *Loans on favourable terms *or* interest relief grants.
- *Factories with rent-free periods, low rentals. Leases of 99-years can be purchased
- *Removal grants

These are available in the Areas for Expansion
(greater benefits are obtainable in Northern Ireland)

If you are considering expansion, your company could gain from these incentives. Companies already in the Areas for Expansion and others expanding or moving into them should take advantage *now* of the help available.

Telephone one of our Industrial Expansion Teams today for further information or send in the coupon for our free booklet.

London tel: 01-211 6486
24-hour answer-service for booklet enquiries only: 01-834 2026

Scotland.
Glasgow, tel: 041-248 2855

Wales.
Tel: Cardiff 62131 (STD code 0222)

Northern Region.
Tel: Newcastle upon Tyne 24722
(STD code 0632)

North West.
Manchester, tel: 061-236 2171

Yorkshire & Humberside.
Tel: Leeds 443171 (STD code 0532)

East Midlands.
Tel: Nottingham 56181
(STD code 0602)

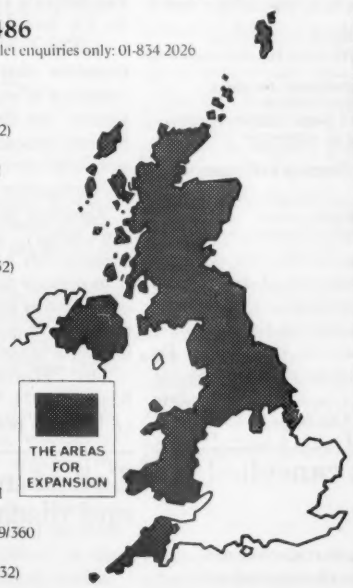
West Midlands.
Birmingham, tel: 021-632 4111

South West.
Tel: Plymouth 21891
(STD code 0752) or
Bristol 291071
(STD code 0272)

London & South East.
London, tel: 01-603 2060 Ext 221

Eastern Region.
London, tel: 01-603 2070 Ext 359/360

Northern Ireland.
Tel: Belfast 34488 (STD code 0232)
or London 01-493 0601



The Areas for Expansion

Send for details

To: The Industrial Expansion Team,
Department of Industry,
Millbank Tower, London SW1P 4QU
Please send me full details of the benefits available in the Areas for Expansion.

Name _____

Position in Company _____

Company _____

_____

Nature of Business _____

Address _____

_____

_____

_____

ISSUED BY THE DEPARTMENT OF INDUSTRY TI 14/10G
in association with the Scottish Economic Planning Department and the Welsh Office.

ENCIRCLE TI 615 ON PAGE 111 FOR FURTHER INFORMATION

health and safety which goes far beyond a formal compliance with the law.'

The commission sees a network of advisory committees, to provide a continuous forum for discussion between employers' associations, trade unions and other interested parties and to make expert advice available to the commission, as being crucial to the acceptance of this responsibility. Some general advisory committees have been set up and the commission also sees a major effort in developing positive attitudes stemming from the establishment of industry advisory committees. It proposes to set up some 20 of these committees in addition to the agricultural committee already in existence.

The commission's proposals for the appointment of safety representatives and safety committees at the place of work, which will become law in October 1978, will enable workpeople to play a full part in co-operation with management in the identification and elimination of health and safety hazards.

In line with the emphasis on industry solving its own health and safety problems, the commission recognises the need to help senior management in the self monitoring of safety performance and in identifying where professional expertise could do most good. A study of occupational health services has been included in the current programme and similar work will be carried out on safety professionals when resources permit.

Information collection and dissemination

The commission is giving priority to a computerised data system and intends to develop more sophisticated methods of analysis to devise more effective advisory and enforcement policies and make surer analyses of cost effectiveness. It also intends to develop an improved capacity for the complex assessment of new hazards arising from changed technology.

Five-year plan of work

The five-year plan of work, which has been approved by the commission and Secretary of State for Employment in consultation with other ministers, consists of seven programmes. A review of protection against dust hazards is included in the programme dealing with specific hazards.

The programme of specific industries covers such subjects as revision of various mining regulations in the light of the Houghton Main pit explosion inquiry and a major revision of the Docks Regulations (1934). Other projects range from recommendations to deal with the hazards of railway electrification to the preparation of new diving regulations, as well as regulations to protect offshore workers against industrial risks.

The programme on control of air pollution includes the preparation of a new list of the types of works which must be registered and inspected under the Alkali and Clean Air Act.

Executive's report

In his introduction to the executive's first report on its work, its director, John Locke, mentions the bringing together within the executive of various health and safety inspectorates, the Employment Medical Advisory Service, research activities, laboratory and statistical services and the setting up of a comprehensive information service.

Referring to the major re-organisation of the factory inspectorate throughout the country, Mr Locke says that this will enable it to operate more effectively. The formation of inspectors into groups concentrating on the problems of particular industries would be of immense value.

The 'Health and Safety Commission Report, 1974-76' is available from HMSO (£2.00 plus postage).

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the dates specified.

15 September 1977

1166122 Telefunken Patentverwertungsgesellschaft mit beschrankter Huftung
Improvements in or relating to resonant circuits for uhf
1169296 Schottel-Werkt Josef Becker KG
Driving means for a steering propellor of a water craft
1259229 Standard Telephones and Cables Ltd
Telephone power supply arrangements
1351323 Livio Walter
Refractory siliceous cements and their method of production
1265983 Albert John Bradley
Improvements relating to overload clutches
1426603 Chinoin Gyogyszer Es Vegyeszeti Termekek Guara RT
Amidine derivatives

20 September 1977

1098427 Societe Anonyme Automobiles Citroen
Improvements in or relating to piston pumps
1201041 Societe Anonyme Automobiles Citroen
Improvements in hydraulic suspension units for vehicles, having a plurality of accumulators
1367139 Societe Anonyme Automobiles Citroen
Elastic suspension for seat bottoms
1409057 Societe Anonyme Automobiles Citroen
Improvements in hydro-pneumatic vehicle suspension systems
1409550 Societe Anonyme Automobiles Citroen
Steering wheel member for motor vehicles
1451403 Agfa-Gevaert
Silver salt containing image receiving material
1454054 Agfa-Gevaert
2-pyrazolin-5-one derivatives and their use in photographic colour materials
1468816 Agfa-Gevaert
Photographic direct positive silver halide compositions
1148237 International Standard Electric Corporation
Crossbar multiselector with mechanical hold
1343995 International Standard Electric Corporation
Arrangement for holding mounting elements on an equipment rack
1226040 Automatic Telephone and Electric Co Ltd
Improvements in or relating to monitoring circuits

27 September 1977

1156527 Robert Bosch GmbH
Lead plate batteries
1223174 Robert Bosch GmbH
Improvements in cell electrodes
1291629 Robert Bosch GmbH
Improvements relating to a flow control valve
1306114 Robert Bosch GmbH
Improvements relating to pumps and motors
1306887 Robert Bosch GmbH
Electrodes
1307221 Robert Bosch GmbH
Lead plate batteries
1312538 Robert Bosch GmbH
Improvements in or relating to chucks
1336387 Robert Bosch GmbH
Method of making a spark gap device
1356663 Robert Bosch GmbH
Improvements in motor driven, portable machine tools
1364953 Robert Bosch GmbH
Sintered permanent magnet materials
1389519 Robert Bosch GmbH
Improvements in or relating to electrical machines
1404495 Robert Bosch GmbH
A pressure accumulator
1422609 Robert Bosch GmbH
Improvements in or relating to pressure regulators for compressed-air brake systems
1435725 Robert Bosch GmbH
Improvements in or relating to grinding attachments
1445004 Robert Bosch GmbH
Improvements in or relating to exhaust fitments for pneumatic tools
1446466 Robert Bosch GmbH
Workpiece assembly apparatus
1468327 Robert Bosch GmbH
Drill grinding apparatus
1223027 Pemberton Plastics Ltd
Receptacles
1387192 United States Energy Research and Development Administration
Loading disk for photometric analyser of rotary cuvette type
1421329 Martin Transmission Developments Ltd
Control of vehicle transmissions

3 October 1977

1216495 The Post Office
Electrical impedance networks
1217224 The Post Office
Electrical impedance networks
1227812 The Post Office
Circulators including active elements
1228206 The Post Office
Circuit arrangements including circulators
1238059 The Post Office
Improvements in or relating to electrical networks
1244032 The Post Office
Electrical impedance networks
1273828 The Post Office
Electrical networks
1334019 The Post Office
Improvements in or relating to RC active filter circuit
1442163 The Post Office
Improvements in or relating to arrangements for simulating inductance and filter networks incorporating such improvements
1452081 The Post Office
Improvements in or relating to transfer function control networks
1196113 Richard Ernest Abraham Jennings
Improvements in or relating to chimneys for fuel burning heaters
1285716 Richard Ernest Abraham Jennings
Improvements in or relating to chimneys
1160352 Societe Anonyme Automobiles Citroen
Improvements in or relating to automobile vehicle suspensions
1330697 Michel Cambon, Jacques Laffargue, and Jean Laffargue
A rigid frame for the construction of various dismountable structures, particularly a scaffolding tower

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no. 45 within two months after the date of endorsement. E. Armitage, Comptroller

Endorsement cancelled

Notice is hereby given that the endorsement 'licences of right' upon the undermentioned patent was cancelled on 21 September 1977:

1306857 Boonhor Khoo
Improvements in or relating to contact lenses

E. Armitage, Comptroller

Toll of industrial accidents and diseases published

Over 1400 people died as a result of accidents at work or from prescribed industrial diseases during 1975. A report[1] published by the

[1] 'Health and Safety Statistics 1975', HMSO, price £1.75.

Health and Safety Executive on 28 September reveals that 610 employees died in accidents within those areas of work covered by the Health and Safety at Work Act. In addition 718 people died from prescribed industrial diseases for which industrial death benefit was awarded. Information is included in the report on a further 119 who were killed in areas outside the jurisdiction of the act, for example in connection with fishing. Figures for certain other deaths at work, such as deaths of lorry drivers in road accidents, are not included.

Not all sectors of employment are covered by the legislation under which the information is supplied for the report. However it identifies quarrying as having the highest incidence rate for fatalities with 30.1 deaths for every 100 000 employed in the industry, although this rate is based on only 15 deaths in 1975. The highest accident rate in the report is in coal mining where there were 20 940 accidents reported for every 100 000 at work, about seven times as high as that for manufacturing.

In some areas of work there is considerable under-reporting of accidents, says the report, possibly being as high as 75 per cent in premises covered by the Offices, Shops and Railway Premises Act, 50 per cent in the construction industry and approaching 30 per cent in manufacturing. In mining, under-reporting is believed to be minimal.

In addition, the report includes a Department of Health and Social Security estimate that 15 million working days were lost during the year 1974-75 from compensated industrial accidents, representing 4.6 per cent of all the lost working days through sickness during the year. Manufacturing industries accounted for over six-and-a-half million lost days and mining and quarrying for nearly two million.

The report, which covers the years 1971-1975, brings together in as near comparable form as possible, information previously only available from a variety of sources.

Starting up on your own: Workington seminar

Following the success of the seminar 'Starting Your Own Business' held at Durham in May a similar venture is now being organised in Cumbria on 22 October.

The event, to be held at the Carnegie Arts Centre, Workington, is being jointly sponsored by Cumbria County Council, Enterprise North and the northern regional Small Firms Information Centre.

The conference is aimed at anyone thinking about starting up on their own, whether in the service or manufacturing sector. Proprietors of small local businesses will illustrate how they overcame some of the practical aspects and support will be provided by those organisations who can assist either in the information field, finance or general environmental support.

Further information can be obtained from Mrs M. Rudd, c/o Small Business Advisory Office, Cumbria County Council, 50 Duke Street, Whitehaven, tel. 0946 61767.

Work starts on factories in North Shields and Walker

Work has been started on further advance factories for the Department of Industry on the West Chirton (North) Industrial Estate, North Shields and on a new site in Fisher Street, Walker, Newcastle upon Tyne.

At North Shields 11 units are being built; six of these form a block of terrace units totalling 1500 m² (17 000 sq ft), there are four factories each of 1800 m² (20 000 sq ft) and one of 2250 m² (25 000 sq ft). A contract worth over £1 million has been awarded to Geo Wimpey and Co Ltd of Newcastle upon Tyne. Architects for the project are Richard Turley and Associates of Newcastle upon Tyne and the quantity surveyors are Davis Belfield and Everest of Gateshead. The premises should be ready for occupation by July 1978.

There are seven units being built at Walker; one is of 900 m² (10 000 sq ft) and the other six consist of three pairs of terrace units each individual unit being about 450 m² (5000 sq. ft.). A contract worth over £450 000 has been awarded to Brims and Co Ltd, of Newcastle upon Tyne. Architects for the project are Napper, Errington, Collerton, Barnett of Newcastle, and the quantity surveyors are J. W. Summers and Partners, also of Newcastle upon Tyne. These factories should be ready for occupation by June 1978.

New occupants at Rock Ferry

Marcus Engineering (Wirral) Co Ltd is to occupy advance factory premises of about 530 m² (5700 sq ft) built by the English Industrial Estates Occupation on the Department of Industry's Rock Ferry industrial estate, Birkenhead, Merseyside.

The firm already occupies small premises in the Birkenhead area but requires larger premises to expand production of the precision engineering machine tool components which it manufactures.

Pepiware Ltd is to occupy premises of about 600 m² (7000 sq ft) on the same industrial estate.

Pepiware currently occupies small premises in New Brighton and needs the new factory to expand production of its hand-painted stonecraft figurines.

Advance factories bring jobs boost to Wales

Plans have been announced for more advanced factories for Wales – and several existing factories are being occupied.

Another 91 factories

Plans to build another 91 advance factories to help up-and-coming firms in north and south Wales to expand were announced by the Welsh Development Agency on 4 October.

All but three of the factories listed in the £4,500,000 programme will be units of 1500 sq ft, 3000 sq ft and 5000 sq ft. They will provide space to support an estimated 1200 jobs.

The agency's latest programme, approved by the Secretary of State for Wales, will supplement its £4 million first programme of advance factory building, which provides for

Official appointments

Advisory Committee for the National Film Development Fund. Edmund Dell, Secretary of State for Trade, has made the following appointments to the advisory committee which considers applications for loans from the National Film Development Fund: Richard Craven, Jack Gold, Robert Hamilton*, Jesse Lasky*, Otto Plaschkes, David Puttnam*, Rex Pyke* and Lord Willis*. All appointments are for a period of one year up to and including 31 July 1978. Members marked * have been re-appointed for a second and final year as permitted by the arrangments for the operation of the fund. The remainder are first year appointments with the possibility of re-appointment for a further year. The National Film Development Fund was established on 19 July 1976, and it provides loans to help meet the cost of script writing and other necessary pre-production costs of films.

Gas Consumers' Council. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mrs A. Stickings as a member of the South Eastern Gas Consumers' Council until 30 June 1980; and Mrs S. Kirven as a member of the North Western Gas Consumers' Council until 31 May 1980.

Electricity Consultative Council. Mr Hattersley has appointed Councillor L. J. E. Sawyer, Alan G. Watson and Councillor E. Webster as members of the Southern Electricity Consultative Council until 31 August 1980; Mrs R. Gibbons, Councillor Mrs N. S. Hawkins, Councillor Mrs J. Lee, Mrs C. E. D. Lester, Dr P. H. Levin and Mr A. McGarvey as members of the London Electricity Consultative Council until 29 February 1980 and Councillor W. L. Clacher until 28 February 1979; Mr N. L. Swinburne as a member of the North Eastern Electricity Consultative Council until 31 May 1980; and Mrs P. E. Parker as a member of the Midlands Electricity Consultative Council until 30 April 1980.

Transport Users' Consultative Committee. Mr Hattersley has appointed Mr A. J. C. Carmichael, Mrs E. B. Martlew, Mr S. Alauddin, Mrs K. M. Foss and Mrs C. Barber as members of the Transport Users' Consultative Committee for the North West until 30 June 1980.

60 new units, all but one smaller than 10 000 sq ft.

Ammanford factory occupied

The Secretary of State for Wales, John Morris, announced on 23 September the formal allocation of the Welsh Development Agency's 930 m² Ammanford (Capel Hendre) advance Factory to the Marlais Engineering Company Ltd of Penygroes, Cross Hands, Dyfed.

The company expects to increase its workforce from the present total of nine to 22 after the first year's occupation of the building and to 48 after the third.

Marlais Engineering is engaged in machining, welding and fabrication work for a wide range of customers in the aircraft, shipping and petro-chemical industries.

West Wales: 100 new jobs

Allocation of three Welsh Development Agency advance factories in west Wales which will result in more than 100 new jobs over the next three years has been announced by the Secretary of State for Wales, John Morris.

Subsidiaries of Norwegian and West German companies are involved in two of the three projects.

A new local company, Galebourne Ltd, has been allocated the agency's 10 000 sq ft Gwaun-cae-Gurwen factory. The company will produce polyethylene medical and refuse bags. It is estimated that 30 new jobs will be provided after the first year, rising to about 46 after three years.

Galebourne Ltd was formed recently by businessmen William Adams of Cardiff and Edmund Cooke of Swansea.

The agency's 10 000 sq ft no. 3 advance factory at Pontardulais has been allocated to Telcan Containers Ltd, a newly-formed subsidiary of two Norwegian companies. The company, which will manufacture stainless steel kettles, expects to employ 12 men and women after the first year, rising to 34 after three years.

A new West German-owned company, Hortex Chemical Products Ltd, has been allocated the agency's 5000 sq ft advance factory at Ynyscedwyn, Ystradgynlais.

Eventually the company hopes to employ 30 people in the factory. Financial assistance under the 1972 Industry Act is being made available towards the cost of the project. It is anticipated that most of the new company's production will initially be exported to West Germany.

Particulars of dealers in securities and of unit trusts

The following changes have taken place in parts 1, 4 and 5 of the 1977 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May under the Prevention of Fraud (Investment) Acts 1958.

PART 1 HOLDERS OF PRINCIPALS' LICENCES

Name	Nationality or country of incorporation	Address
ADDITIONS		
Plan Invest Group Ltd	Great Britain	2 Old Bank Street, St Ann's Square, Manchester M2 7PT
CHANGE OF NAME		
Roberts Wilkie Ltd to Cleves Investments Ltd		
Fuji Kleinwort Benson Ltd to Fuji International Finance Ltd		
P. Murray, Jones (Finance) Ltd to Gerrard International Ltd		
CHANGES OF ADDRESS		
Salmon (Stewart Salmon and Company Ltd)	Great Britain	19 Hanover Square, London W1A 1DU
Euroseas Securities Ltd	Great Britain	17A Curzon Street, London W1Y 7FE
Renote Ltd	Great Britain	Argyll House, 246-50 Regent Street, London W1R 5DA
Surinvest Ltd	Great Britain	202 High Street, Dorking, Surrey RH4 1RU
Downing Securities Ltd	Great Britain	St John's Chambers, High Street Arcade, Cardiff CF1 2BD

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Registered office, principal place of business or principal place of business in Great Britain
CHANGE OF ADDRESS	
Gerald Quin, Cope and Co Ltd	3 Abchurch Yard, London EC4N 7AS

PART 5 AUTHORISED UNIT TRUST SCHEMES

Group and/or management company	Scheme	Trustee
ADDITIONS		
Chieftain Trust Managers Ltd 30/31 Queen Street London EC4R 1BR	Chieftain Basic Resources Trust	Midland Bank Trust Company Ltd 27-32 Poultry London EC2P 2BX
Henderson Unit Trust Management Ltd 11 Austin Friars London EC2N 2ED	Cabot Extra Income Unit Trust	William and Glyn's Bank Ltd 20 Birchin Lane London EC3P 3DP
NEL Trust Managers Ltd Milton Court Dorking Surrey RH4 3LZ	Nelstar High Income Trust	Barclays Bank Trust Company Ltd 54 Lombard Street London EC3P 3AH

AMALGAMATIONS

Key Private Investment Fund has amalgamated with The Key Capital Fund and has been renamed Key Equity and General Fund.

London Wall Stronghold Priority Units has amalgamated with London Wall Capital Priority Units and has been renamed London Wall Capital Growth Units.

TERMINATIONS

Key Private Investment Fund will terminate pursuant to its amalgamation with The Key Capital Fund.

London Wall Stonghold Priority Units will terminate pursuant to its amalgamation with London Wall Capital Priority Units.

Salford entrepreneurs win innovator prize

Successful commercial exploitation of machinery for injecting urea formaldehyde foam insulation into concrete building blocks has won for Beaconet Equipment (Sales) Ltd of Salford the 1977 TDC Innovator Award and £10,000. The company's machines, 12 of which are in use, in the United Kingdom, are the only equipment available for filling cheap dense aggregate blocks so that they meet the recently introduced regulations for wall insulation of houses. Beaconet's next phase of their operations is to follow up the 400 or so inquiries they have received from overseas.

The TDC competition, now in its fifth year, is organised by Technical Development Capital Ltd (TDC) to stimulate entrepreneurship and encourage small businesses to innovate. The award is given annually for the best business strategy to exploit an innovation. TDC is a subsidiary of Industrial and Commercial Finance Corporation (ICFC) which, since 1945, has provided over £480 million to some 4500 small and medium size companies, to help them develop and grow. Established in 1962, TDC itself has supplied more than £12 million of high-risk capital to over 100 new or young technologically-based businesses in a wide range of industries.

The runner-up prize of £5,000 in the 1977 TDC contest was shared by three companies:

BSH Electronics (Manchester) Ltd for its entry based on a small, low-cost electronics circuit which enables the rear-window heating grid on a car to be used also as the radio aerial; Fabprint Ltd, of Brighouse, West Yorkshire, for its exploitation of a new process for paper transfer printing on cotton and other textiles; and SEMA Electronics Ltd, of Dundonald, Ayrshire, with its business launched to promote an improved detection-alarm system for toxic and flammable gases.

Government sales

25 & 26 October 1977—Miscellaneous Stores

Location
The Astoria, Roundhay Road, Leeds 8

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds 2 (0532 450898)

Stores lying at depots in north and east England comprising furniture, clothing, textiles, machine and hand tools, MT spares, electronic spares and two 10-ton tractors.

1, 2 & 3 November 1977—Vehicles

Location
Ordnance Depot, Ruddington, Notts

Auctioneers
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham (0602 54272)

Commercial vehicles including heavy duty trucks and tractors by AEC, Leyland and Scammell, Bedford trucks, mobile cranes. Saloons, estate cars, minibuses, light vans, coaches and Landrovers.

Catalogues, which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Guidance Notes from the Health and Safety Executive

These replace the Technical Data Notes (TDN) published by HM Factory Inspectorate and the series of *Notes of Guidance* published by the Chief Employment Medical Adviser. The former were not normally available to the public and the latter were restricted to registered medical practitioners. The new Guidance Notes are published by HMSO and priced at 30p each.

They are divided into five groups which should cover all foreseeable areas of concern, and the old TDN and CEMA Notes are being progressively fitted into these groups, the titles of which are self-explanatory. The General Group contains guidance on subjects relative to all the others.

Standing Orders can be accepted for each group, or for the whole series. They should be sent to HMSO (PT3C), PO Box 569, London SE1 9NH, quoting the reference shown below and your HMSO Account number. If you do not have an account, a deposit of £10 should be sent.

Medical Group	x17.06.23
Environmental Hygiene	x17.06.21
Chemical Safety	x17.06.20
Plant and Machinery	x17.06.24
General Group	x17.06.22
Complete series	x17.06.19

HMSO BOOKS

Plant and Machinery
Industrial Property

SALES & VALUATIONS

UK & OVERSEAS

Henry Butcher & Co

London 01-405 8411
Leeds 0532 457356
Irish Associate: Dublin Tel: Dublin 764471

ENCIRCLE TI 612 ON PAGE 111 FOR FURTHER INFORMATION

DEVON AND CORNWALL DEVELOPMENT BUREAU

"INVEST IN THE WEST"

MANUFACTURING

The bureau welcomes industrial location enquiries from businesses located in the UK or abroad.

Both County Councils have Industrial Development Sections to advise you.

Fully serviced sites are available from local authorities and private developers. Improved communications. Ro-ro ferry service to France. Air service, rail and road trunking.

OFFICES

Ideal working and leisure locations for your office move.

RESEARCH AND DEVELOPMENT

The right environment and educational facilities.

Enquiries to:

CORNWALL: Peter Davey, I.D.O., County Hall, Truro TR1 3BE. Tel: (STD 0872) 4282 ext. 61. Telex 45305.

DEVON: Andrew Smy, County Estates Surveyor, County Hall, Topsham Road, Exeter EX2 4QQ. Tel: (STD 0392) 77977. Telex 42707.

ENCIRCLE TI 614 ON PAGE 111 FOR FURTHER INFORMATION

New publications

Small is beautiful

'I believe the purpose of private enterprise is to serve the public', writes Pehr G. Gyllenhammar, president of Volvo, in his widely publicised new book 'People at Work'.

Volvo's pioneering rejection of the traditional car assembly line has led to re-organisation of employees into small working groups with rotating jobs in its newest factory, the Kalmar assembly plant. The extension of the system elsewhere in the Volvo organisation has become celebrated. In his account of the stages that took Sweden's largest private company to make so radical an innovation, Mr Gyllenhammar also undertakes a wide-ranging look at some of the ills of present-day society.

The book is attractively presented, and includes 27 illustrations and an introduction by Leonard Woodcock, president of the United Auto Workers in the United States. As in a number of books reviewed on this page recently, its lack of an index makes quick reference difficult.

Whether there are parallels for British industry in the Swedish experience is a question that has occupied other reviewers: safe to say the book will certainly stimulate thought into profitable channels.

People at Work by Pehr G. Gyllenhammar. Addison-Wesley Publishing Co. 1977. (xi, 164 pages; £5.95. ISBN 0 201 02499 3).

Collective bargaining and inflation

Fundamental changes are taking place in many countries in the fields of industrial relations. In the area which concerns the relationship between industrial relations and pay policy, the Organisation for Economic Co-operation and Development (OECD) has had an interest for some time. It was against this background that it was decided to convene an international management seminar on one specific aspect: collective bargaining and inflation.

The conference, which was organised jointly by the OECD secretariat and BIAC (Business and Industry Advisory Committee) was held in Paris in 1976. Its aim was to look at the new relationship between government, labour and management, during the present period of inflation and the need for management to take an important role in reducing inflation.

The final report on the seminar, which has been written by Mr E. J. Robertson, contains the series of conclusions reached on ways in which employers could build up expertise and influence in the subject.

Participants included representatives from employers' organisations in 26 countries and three international organisations as well as OECD itself.

Collective Bargaining and Inflation: new relations between government, labour and management: final report on an international management seminar. OECD. *International Seminars 1976-1.* 1977. (40 pages; available from HMSO. Paperback. £1.20. ISBN 92 6411681 9).

Drive for improved working conditions

The past 50 years have witnessed a steady and progressive intensification of interest on the part of many individuals and organisations towards the worker, his environment and motivation. One of the pacemakers in the drive for improved working conditions has been the International Labour Office, which was established in 1919 under the treaty of Versailles. Since that time its activities have involved information and research, the instigation of international labour conventions, and technical assistance to many countries enabling them to fully utilise their manpower resources.

Three recently-published items show the variety and extent of the ILO's work. 'Night Work' is an extensively documented study of the physiological, psychological and medical effects of this increasingly used system of labour deployment. This monograph also explores the economic, family, social and ergonomic aspects of this practice.

Another example of the topicality of the work of the ILO is the issue of the first of a thrice-yearly news bulletin, 'Women at Work', published in March, July and November. It will include comprehensive data and information on national trends in women's employment, wage structures, conditions of work, legislation and international and national developments in the status of women employees. Of particular interest will be a regular profile of a women worker. An up-to-date selected bibliography of new books, studies and journals relevant to the subject and compiled by the ILO library will also be appended.

A further dimension of the published research of the ILO is manifested in the 'Protection of Workers Against Noise and Vibration in the Working Environment'. This is designed to be a code of practice which sets out the principles that should be followed for the control of workplace noise and vibration, and it incorporates the information necessary for the establishment of control programmes for individual plants. The code was adopted in 1975 at a meeting of experts convened for the purpose by the International Labour Office in Geneva.

Night Work, by J. Carpentier and P. Cazamian. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. 1977. (x, 82 pages; £3.90. ISBN 92 2 101676 5).

Protection of Workers Against Noise and Vibration in the Working Environment. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. *ILO Codes of Practice series.* 1977. (vii, 74 pages; £3.90. ISBN 92 2 101709 5).

Women at Work: no. 1. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. 1977. (iv, 30 pages; 90p).

Participation in the engineering industry . . .

'If there is a single clear message emerging from this study, it is that management must start reviewing their participative arrangements as a matter of urgency'. This warning is given in the conclusion to a new report which examines the engineering managers' view of worker participation. Based on a survey commissioned by the PE Consulting Group, the main findings have now been published, together with a short commentary.

Managers, (selected from a national sample) of some 148 companies, employing a quarter of a million workers, were consulted. More than three-quarters of them felt that participation had been particularly beneficial to management during periods of difficult economic conditions. Among the topics covered by the questionnaire were: relations with both white and blue collar unions; future plans for participation; and effective communications and attitudes to worker directors.

In the present climate of debate into various aspects of industrial democracy and worker participation, the findings of this present survey in one sector of British industry has a positive contribution to make.

Employee Participation: current practice and future intentions, by Len Weaver. P-E Consulting Group, Park House, Egham, Surrey TW20 0HW. 1977. (31 pages; paperback £1.50).

. . . and elsewhere in the world

Experiments in various forms of industrial democracy are being carried out today throughout the world. In a series of case studies, American author Paul Dickson has attempted to take a close look at some of these innovations and their effects.

Originally published in the United States under the title 'The Future of the Workplace', 'Work Revolution' has not been altered for the British market and retains the American influence in style and in the case studies used. As well as the United States, Scandinavia and the European communities are also covered.

The realities of actual shopfloor conditions are clearly conveyed by the author, who includes both the successful and the not-so-successful initiatives. Among the areas where these innovations are being attempted are in the fields of job enrichment, profit sharing, flexible working hours, and autonomous working groups. Some useful chapter notes to further sources of information are a helpful addition.

Work Revolution, by Paul Dickson. George Allen and Unwin. 1977. (x, 378 pages; £5.95. ISBN 0 04331071 0).

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Airport security

Designed to replace an airline's normal check-in desk, a combined passenger check-in point, baggage weighing and security x-ray screening system is now being manufactured.

Called the X-30, the system made by International Aeradio Ltd of Southall, it comprises a main check-in, weigh platform and x-ray chamber, and a tv monitor and x-ray chamber control desk. Using the system, it is possible for one airport security guard equipped with a single tv monitor to control several passenger check-in points.

Passenger luggage is placed in the inspection compartment of the system, the doors are closed, and the contents of the baggage are instantly displayed on a 510 mm (20 in) high-definition television monitor. The camera has a zoom and pan and tilt facility which allows close-up inspection of any part of the baggage contents.

At the same time, the weight is displayed digitally at the counter clerk's desk. Maximum baggage weight is 99.99 kg (220 lb) and maximum baggage size is 900 × 600 × 350 mm (35½ × 23½ × 13½ in).

Once the contents have been passed as acceptable, the doors can be opened by the desk clerk and the baggage passed on to the airports main conveyor belt at the press of a button.

Further information: circle 819

Glass inspection instrument

Sharples strain viewer.

A strain viewing instrument has been developed by Sharples Photomechanics Ltd of Bamber Bridge, Preston, for quality control or research applications involving glass sheets and components. The instrument enables the stress or strain in a glass article to be examined, qualitatively or quantitatively, by viewing the object in polarised light.

A variety of glass objects can be accommodated within the working space of the strain viewer, which consists basically of a lamphouse, a polarising unit and an analysing unit. The lamphouse incorporates two sources of illumination – white light and monochromatic light – for strain viewing purposes. The monochromatic illumination is more beneficial for viewing applications where the resulting fringe patterns have to be accurately quantified. The viewing field of the strain viewer is 152 mm (6 in).

In optical inspection, the object to be examined is placed between the polariser and analyser units. The strain present in the glass may then be estimated by comparing the colour of the resultant fringe at a point under investigation with that in a calibration specimen of known strain value.

Further information: circle 820

Metal maintenance system in one package

Belzona Molecular Metalife Ltd is marketing a metal maintenance system available in one package, containing all the materials and accessories required for repairing or rebuilding worn and eroded metal surfaces with Belzona Molecular ceramic steel compounds.

Produced for the user with occasional maintenance problems which do not require large quantities of Molecular metal, the new package system contains small quantities of all the Molecular metal varieties to meet every repair problem. Standard metal, fluid metal, super metal, emergency metal, are individually packaged in small quantities for the odd repair job. Cleaner/degreaser, releasing agent, reinforcement tape, and measuring, mixing and application tools are all provided, with full instructions.

Further information: circle 821

Belzona metal maintenance system.

Tack cloth

Strachem Ltd of Wolverhampton has developed a tack cloth specifically for the automotive and domestic appliance manufacturing industries, and for other applications where a high standard of finish is required. Impregnated with a special non-drying resin, the cloth is used to wipe down components before painting to ensure a dust free surface.

Unlike more conventional cotton cloths, Superwhite tack cloth is produced from a man-made fibre, specially formulated for the company, and is free from cotton seeds and other contaminants. It is offered in three sizes of 460×915 mm, 915×915 mm and 1370×915 mm.

Cloths are supplied in bulk packs of 50 and 100, or individually bagged in packs of 10. Each cloth is guaranteed to be free from any tendency to dry out in storage, is non-oxidisable and compatible with all types of paint.

Further information: circle 822

Soft contact lens

Sufferers from astigmatism can now be aided by a soft contact lens developed by the Focus Contact Lens Laboratory of Watford. The lens, Focus Torio 66, is said to offer a degree of correction which has previously been difficult to achieve.

Because of the complexity of using a soft gel lens, people with astigmatism have been unable to achieve a good visual acuity. With the aid of a technique developed by the company, a toric surface may be generated on the front or back of the lens surface to correct astigmatism, both corneal and within the eye.

Further information: circle 823

New publications

Small is beautiful

'I believe the purpose of private enterprise is to serve the public', writes Pehr G. Gyllenhammar, president of Volvo, in his widely publicised new book 'People at Work'.

Volvo's pioneering rejection of the traditional car assembly line has led to re-organisation of employees into small working groups with rotating jobs in its newest factory, the Kalmar assembly plant. The extension of the system elsewhere in the Volvo organisation has become celebrated. In his account of the stages that took Sweden's largest private company to make so radical an innovation, Mr Gyllenhammar also undertakes a wide-ranging look at some of the ills of present-day society.

The book is attractively presented, and includes 27 illustrations and an introduction by Leonard Woodcock, president of the United Auto Workers in the United States. As in a number of books reviewed on this page recently, its lack of an index makes quick reference difficult.

Whether there are parallels for British industry in the Swedish experience is a question that has occupied other reviewers: safe to say the book will certainly stimulate thought into profitable channels.

People at Work by Pehr G. Gyllenhammar. Addison-Wesley Publishing Co. 1977. (xi, 164 pages; £5.95. ISBN 0 201 02499 3).

Collective bargaining and inflation

Fundamental changes are taking place in many countries in the fields of industrial relations. In the area which concerns the relationship between industrial relations and pay policy, the Organisation for Economic Co-operation and Development (OECD) has had an interest for some time. It was against this background that it was decided to convene an international management seminar on one specific aspect: collective bargaining and inflation.

The conference, which was organised jointly by the OECD secretariat and BIAC (Business and Industry Advisory Committee) was held in Paris in 1976. Its aim was to look at the new relationship between government, labour and management, during the present period of inflation and the need for management to take an important role in reducing inflation.

The final report on the seminar, which has been written by Mr E. J. Robertson, contains the series of conclusions reached on ways in which employers could build up expertise and influence in the subject.

Participants included representatives from employers' organisations in 26 countries and three international organisations as well as OECD itself.

Collective Bargaining and Inflation: new relations between government, labour and management: final report on an international management seminar. OECD. *International Seminars 1976-1.* 1977. (40 pages; available from HMSO. Paperback. £1.20. ISBN 92 6411681 9).

Drive for improved working conditions

The past 50 years have witnessed a steady and progressive intensification of interest on the part of many individuals and organisations towards the worker, his environment and motivation. One of the pacemakers in the drive for improved working conditions has been the International Labour Office, which was established in 1919 under the treaty of Versailles. Since that time its activities have involved information and research, the instigation of international labour conventions, and technical assistance to many countries enabling them to fully utilise their manpower resources.

Three recently-published items show the variety and extent of the ILO's work. 'Night Work' is an extensively documented study of the physiological, psychological and medical effects of this increasingly used system of labour deployment. This monograph also explores the economic, family, social and ergonomic aspects of this practice.

Another example of the topicality of the work of the ILO is the issue of the first of a thrice-yearly news bulletin, 'Women at Work', published in March, July and November. It will include comprehensive data and information on national trends in women's employment, wage structures, conditions of work, legislation and international and national developments in the status of women employees. Of particular interest will be a regular profile of a women worker. An up-to-date selected bibliography of new books, studies and journals relevant to the subject and compiled by the ILO library will also be appended.

A further dimension of the published research of the ILO is manifested in the 'Protection of Workers Against Noise and Vibration in the Working Environment'. This is designed to be a code of practice which sets out the principles that should be followed for the control of workplace noise and vibration, and it incorporates the information necessary for the establishment of control programmes for individual plants. The code was adopted in 1975 at a meeting of experts convened for the purpose by the International Labour Office in Geneva.

Night Work, by J. Carpentier and P. Cazamian. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. 1977. (x, 82 pages; £3.90. ISBN 92 2 101676 5).

Protection of Workers Against Noise and Vibration in the Working Environment. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. *ILO Codes of Practice series.* 1977. (vii, 74 pages; £3.90. ISBN 92 2 101709 5).

Women at Work: no. 1. International Labour Office, 87-91 New Bond Street, London W1Y 9LA. 1977. (iv, 30 pages; 90p).

Participation in the engineering industry . . .

'If there is a single clear message emerging from this study, it is that management must start reviewing their participative arrangements as a matter of urgency'. This warning is given in the conclusion to a new report which examines the engineering managers' view of worker participation. Based on a survey commissioned by the PE Consulting Group, the main findings have now been published, together with a short commentary.

Managers, (selected from a national sample) of some 148 companies, employing a quarter of a million workers, were consulted. More than three-quarters of them felt that participation had been particularly beneficial to management during periods of difficult economic conditions. Among the topics covered by the questionnaire were: relations with both white and blue collar unions; future plans for participation; and effective communications and attitudes to worker directors.

In the present climate of debate into various aspects of industrial democracy and worker participation, the findings of this present survey in one sector of British industry has a positive contribution to make.

Employee Participation: current practice and future intentions, by Len Weaver. P-E Consulting Group, Park House, Egham, Surrey TW20 0HW. 1977. (31 pages; paperback £1.50).

. . . and elsewhere in the world

Experiments in various forms of industrial democracy are being carried out today throughout the world. In a series of case studies, American author Paul Dickson has attempted to take a close look at some of these innovations and their effects.

Originally published in the United States under the title 'The Future of the Workplace', 'Work Revolution' has not been altered for the British market and retains the American influence in style and in the case studies used. As well as the United States, Scandinavia and the European communities are also covered.

The realities of actual shopfloor conditions are clearly conveyed by the author, who includes both the successful and the not-so-successful initiatives. Among the areas where these innovations are being attempted are in the fields of job enrichment, profit sharing, flexible working hours, and autonomous working groups. Some useful chapter notes to further sources of information are a helpful addition.

Work Revolution, by Paul Dickson. George Allen and Unwin. 1977. (x, 378 pages; £5.95. ISBN 0 04331071 0).

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Airport security

Designed to replace an airline's normal check-in desk, a combined passenger check-in point, baggage weighing and security x-ray screening system is now being manufactured.

Called the X-30, the system made by International Aeradio Ltd of Southall, it comprises a main check-in, weigh platform and x-ray chamber, and a tv monitor and x-ray chamber control desk. Using the system, it is possible for one airport security guard equipped with a single tv monitor to control several passenger check-in points.

Passenger luggage is placed in the inspection compartment of the system, the doors are closed, and the contents of the baggage are instantly displayed on a 510 mm (20 in) high-definition television monitor. The camera has a zoom and pan and tilt facility which allows close-up inspection of any part of the baggage contents.

At the same time, the weight is displayed digitally at the counter clerk's desk. Maximum baggage weight is 99.99 kg (220 lb) and maximum baggage size is 900 × 600 × 350 mm (35½ × 23½ × 13½ in).

Once the contents have been passed as acceptable, the doors can be opened by the desk clerk and the baggage passed on to the airports main conveyor belt at the press of a button.

Further information: circle 819

Glass inspection instrument

Sharples strain viewer.

A strain viewing instrument has been developed by Sharples Photomechanics Ltd of Bamber Bridge, Preston, for quality control or research applications involving glass sheets and components. The instrument enables the stress or strain in a glass article to be examined, qualitatively or quantitatively, by viewing the object in polarised light.

A variety of glass objects can be accommodated within the working space of the strain viewer, which consists basically of a lamphouse, a polarising unit and an analysing unit. The lamphouse incorporates two sources of illumination – white light and monochromatic light – for strain viewing purposes. The monochromatic illumination is more beneficial for viewing applications where the resulting fringe patterns have to be accurately quantified. The viewing field of the strain viewer is 152 mm (6 in).

In optical inspection, the object to be examined is placed between the polariser and analyser units. The strain present in the glass may then be estimated by comparing the colour of the resultant fringe at a point under investigation with that in a calibration specimen of known strain value.

Further information: circle 820

Metal maintenance system in one package

Belzona Molecular Metalife Ltd is marketing a metal maintenance system available in one package, containing all the materials and accessories required for repairing or rebuilding worn and eroded metal surfaces with Belzona Molecular ceramic steel compounds.

Produced for the user with occasional maintenance problems which do not require large quantities of Molecular metal, the new package system contains small quantities of all the Molecular metal varieties to meet every repair problem. Standard metal, fluid metal, super metal, emergency metal, are individually packaged in small quantities for the odd repair job. Cleaner/degreaser, releasing agent, reinforcement tape, and measuring, mixing and application tools are all provided, with full instructions.

Further information: circle 821

Belzona metal maintenance system.

Tack cloth

Strachem Ltd of Wolverhampton has developed a tack cloth specifically for the automotive and domestic appliance manufacturing industries, and for other applications where a high standard of finish is required. Impregnated with a special non-drying resin, the cloth is used to wipe down components before painting to ensure a dust free surface.

Unlike more conventional cotton cloths, Superwhite tack cloth is produced from a man-made fibre, specially formulated for the company, and is free from cotton seeds and other contaminants. It is offered in three sizes of 460×915 mm, 915×915 mm and 1370×915 mm.

Cloths are supplied in bulk packs of 50 and 100, or individually bagged in packs of 10. Each cloth is guaranteed to be free from any tendency to dry out in storage, is non-oxidisable and compatible with all types of paint.

Further information: circle 822

Soft contact lens

Sufferers from astigmatism can now be aided by a soft contact lens developed by the Focus Contact Lens Laboratory of Watford. The lens, Focus Torio 66, is said to offer a degree of correction which has previously been difficult to achieve.

Because of the complexity of using a soft gel lens, people with astigmatism have been unable to achieve a good visual acuity. With the aid of a technique developed by the company, a toric surface may be generated on the front or back of the lens surface to correct astigmatism, both corneal and within the eye.

Further information: circle 823

Reducing forward momentum

A safety chest pad for motor-cyclists, developed by the Transport and Road Research Laboratory (TRRL), demonstrated by TRRL research worker Gail Bathgate. The pad is mounted on an arm that passes through a slot in the petrol tank and pivots on the main frame. In the event of a frontal impact the rider's momentum pushes the pad forward, his/her velocity being retarded by a small energy-absorbing unit under the tank. Research has shown that in impacts at 48 kph riders are thrown forward at 45 kph if unrestrained, the result being serious or fatal injury. The new safety device reduces this forward momentum to about 8 kph. When not in use the chest pad folds flat on to the tank.

Further information: circle 824

Cleaning acid solutions

Granular activated carbon that can successfully purify acidic solutions, without itself being affected, has been developed by Chemviron of Kingston-on-Thames.

Ideal for removing colour and most aqueous and organic matter from liquids, the new CPG carbon has been designed for use in either fixed or moving beds and eliminates the need for slurry tanks and filter presses. It removes contaminants in a single operation, rather than a succession of treatments and could be of major significance to pharmaceutical, chemical and other industries which need to clean liquids with a high acid content.

The new material has been manufactured from selected grades of bituminous coal, combined with special binders to give it extra strength. It is washed in acids during production, so it can withstand the most caustic liquids, including glucose streams and muriatic, adipic and fumaric acid solutions.

The carbon is so effective that it can be used in columns as small as 2 m high and only 30 cm diameter, taking up a minimum amount of space.

Like other granular activated carbons, CPG can also be 'reactivated' after it becomes saturated with contaminants, allowing the carbon to be used over and over again, an advantage when using the material. This reactivation process, which burns off pollutants captured by the carbon, is carried out at Chemviron's furnaces in Gray's, Essex, or Feluy, in Belgium.

Further information: circle 825

Conserving historic textiles

An unusual application of a temperature controller by Foster Cambridge, of Huntingdon, is its use in the restoration of tapestries, flags, clothing and other historic textiles from the royal palaces and museums.

Previously the Textile Conservation Centre had to wash the irreplaceable historic textiles on wooden tables, but recently it installed a 'tailor made', specially designed stainless steel table with a roller spray and a heating element so that it can be kept at an even temperature.

Before washing can start the cloth has to go through tests to determine the type of material and dye, the type of any stains, and other factors. Some restorations do not require heat, but in those which do, the temperature of the water and detergent used is of critical importance and must be rigidly controlled. Foster Cambridge co-operated in the production of the special table to ensure that the limits are strictly observed. Their Clearway 4 in indicator/controller has a range of 0 to 70 °C with two control contacts, which are preset at the required high and low temperature levels. The solutions are heated to the required level and the Clearway maintains the even temperature, when necessary over long periods, switching the heater on or off as required.

Further information: circle 826

Industrial grabs

Expanding its activities in the civil engineering and mechanical handling fields, Danks of Netherton Ltd has started manufacturing a wide range of industrial grabs through its recently formed subsidiary, Danks Technical Services Ltd.

In addition to custom-built mechanical grabs Danks hopes to announce a further range of hydraulically operated grabs in the near future.

A repair service is also being offered covering all makes and types of grab in use throughout the UK including, in particular, equipment previously supplied by Grab Engineering Ltd and Goodacre-Barnard, whose records are all available to Danks Technical Services.

Further information: circle 827

Fire alarm control panels

Warning of fire for any size of building is provided by two versions of a fire alarm control panel made by Electronic Design Fire Safety and Security of Portslade. Model 3 in the series 3116 is available in a self-contained fault monitored multi-zone control, with plug-in printed circuit cards to serve 2-11 zones.

Operation of a break glass unit, a heat detector or an ionisation smoke detector is sensed by the control. A visual warning on duplicate lamps indicates the affected zones, and alarm bells give an audible warning. Depending on the type of system, a signal can also be sent direct to the fire brigade.

Model 4 is similar in operation, but is a single zone fault internal alarm and fault sounder with solid state electronics and a constant voltage battery charging system.

Both panels are designed for ease of installation and require only one pair of wires across which all smoke detectors, break glass contacts, heat detectors and alarm bells are connected.

Further information: circle 828

Cooling Norwegian missiles

Norwegian flying Penguins the latest heat-seeking ship-to-ship missiles developed by A/S Kongsberg Vapenfabrikk for the Norwegian and Swedish Navies are being fitted with a special miniaturised cooling system designed and developed by the Hymatic Engineering Co Ltd, of Redditch.

Hymatic produced a single-shot, short duration system, based on their own mini-cooler, which produces small quantities of liquid gas from a high-pressure supply.

Further information: circle 829

Computer stationery

PFC (Business Forms) Ltd of Cradley Heath has just introduced a new range of Formware, computer stationery, which has been designed to be used by people as well as machines.

The new Formware is colour coded with four background colours – pink, blue, brown and green. These are said to have been selected by ophthalmic specialists as being the most restful to the eyes while enabling printed information to be read easily. By using this new system, computer users can quickly identify print outs without having to resort to reading the small print on standard listing papers.

As a specialist printing company which has grown up alongside computers PFC has concentrated on computer stationery design, showing how this normally bland paperwork can be brightened up.

Further information: circle 830

Technology news

£500 million worth of energy could be escaping through the roofs

Of the 14 million homes in Britain with accessible lofts almost half still have no insulation at all. And as a result energy worth £500 million could be escaping every year through the roofs of British houses. For every £1 spent on heating the whole house, 25p worth of warmth can go through the roof, if it is not properly insulated, according to Charles Ryder, head of Energy Conservation Technology at the Department of Energy.

Another 4 million homes apparently, have insufficient insulation in the loft. At least 75 mm (3 in) is recommended by the Department of Energy, and with energy prices continuing to rise, it may pay to put in 100 mm (4 in).

Many of the uninsulated houses unfortunately are the homes of the poorer members of the community who can least afford to waste money on heating the outside air.

About two-thirds, over 2½ million, of council houses with lofts are totally uninsulated. Another ¾ million have inadequate insulation.

Even Britain's 9 million home owners, it seems, have largely ignored the benefits that proper insulation can bring. Over a third of owner-occupied houses with accessible lofts are not insulated at all, and another third are inadequately insulated.

The main effort of the government's 'Save-It' campaign is on domestic insulation, in all its forms. In a 'typical' between the wars, semi-detached house, about 25 per cent of the heat put into a house escapes through the roof, 35 per cent goes through the walls, 15 per cent goes in draughts, 10 per cent goes out through the windows while 15 per cent goes into the ground.

Adding insulation to the places which lose most heat will give the best savings, and it is also important to remember the heat loss from the hot water system.

Insulating the loft, putting a jacket on the tank, and draught-proofing are the three best methods of reducing fuel bills. Cavity wall insulation may also be worthwhile although it is more expensive and needs to be done by an approved expert.

Although where there is an accessible loft, most people can insulate the roof themselves, insulating cavity walls is a professional job.

In England, if the installer has no Agreement Board certificate, formal approval from the local council will be needed, before the work can go ahead. Even with the certificate, although formal permission may not be needed, the council must be notified first. A list of approved cavity wall insulators is available from the Agreement Board (Lord Alexander House, Waterhouse Street, Hemel Hempstead, Herts price 30p).

The main thing about draught-excluders is not to put them in the wrong place. It is important with fuel burning appliances to check first that they have enough ventilation. Building regulations and the gas safety regulations require an area of permanent ventilation in the form of an approved ventilator.

It may seem tempting to fit excluders around all doors and windows, but this should be avoided in kitchens or bathrooms, where ventilation is needed to prevent condensation and mould growth.

Charles Ryder has also pointed out that there is money available in the form of a subsidy from central government, for local authorities to insulate properties in certain circumstances, particularly as part of comprehensive improvement schemes, when local authorities may get part of the cost of insulation from central funds. Where a local authority intends to provide roof insulation in the homes of old or disabled people, the Department of Environment regions will also consider providing a subsidy.

Local authorities, or indeed any other group, can apply to the Job Creation Programme for help with labour costs on insulation projects. And local authorities can benefit from a national discount on loft insulation materials negotiated by the Department of Energy.

So far, applications received cover plans to insulate almost 100 000 houses, at the same time creating almost 900 jobs.

Chemical hazards forum

The programme for the major chemical hazards seminar being organised by Harwell next April has now been prepared.

The seminar, which will look at the implications of major hazards in the chemical industry, takes place at the conference centre of the Lorch Foundation, Lane End, Buckinghamshire on 26 and 27 April 1978.

The opening address is to be given by the director-general of research at the Department of the Environment, Dr Martin Holdgate, and other speakers will include both the chairman and secretary of the Health and Safety Commission's advisory committee on major hazards.

Topics planned for the seminar include: legislation; attitudes in the EEC and USA; social and economic implications; management and location of plant; plant and human reliability; emergency procedures.

Further details of the seminar can be obtained from C. J. Preuveneers, Education and Training Centre, Building 455, Harwell, Oxfordshire OX11 0RA.

High voltage electron microscopes

The first five years operation of Science Research Council high voltage electron microscopes was reviewed in a research summary which was published on 19 September [1]. Though not a complete review of all work on the three 1 million-V microscopes at Imperial College, London, the University of Oxford and the University of Birmingham, together with SRC's share of the HVEM installed at the British Steel Corporation's Swinden Laboratories at Rotherham for joint use by the BSC and the northern universities, the review highlights some of the principal achievements of the SRC sponsored HVEMs and relates these to the original objectives of the programme.

The report has been published to illustrate the advantages of high voltage electron microscopy and to encourage the application of the technique in new fields. Primarily intended for research in metallurgy and materials science this continues to be their main sphere of application. But it was recognised from the outset that other disciplines, such as biology and mineralogy, might have much to gain from high voltage microscopy as an additional research tool.

SRC financed the capital cost of the university microscopes, the buildings (or building modifications) to house them and the operational costs, and a half share in the cost of the northern microscope, totalling in all a sum of over £1.5 million.

[1] HVEM: A summary of work on the SRC high-voltage electron microscopes, 1971-76. Copies of the summary may be obtained, free of charge, from Dr T. J. Walach, Science Research Council, State House, High Holborn, London WC1R 4TA.

Ventilation requirements

The air in an enclosed space is likely to contain contaminants which may be unpleasant or even harmful to the occupants or which may cause deterioration of the fabric. A new Building Research Establishment digest, published on 1 October, discusses fresh air requirements and tolerable levels of contamination from various sources and explains the calculation of dilution rates. It is concerned mainly with ventilation during the heating season.

Copies of the new digest – BRE Digest 206, 'Ventilation requirements' – are available from HMSO, price 10p plus postage.

Getting value from valves

Any engineering components which are widely used and likely to be replaced in large numbers are worth reclaiming and pipeline valves fall squarely into this category. This fact has been recognised by Comid Engineering Ltd, of Hythe, Southampton, a firm which for some time has been developing valve reclamation techniques.

Valves tend to be used where the accuracy and reliability of their performance are vital, both for efficiency and safety. The prime consideration is, therefore the restoration of the re-conditioned valve to the original manufacturer's specification, for only if this can be guaranteed can the user be certain that it will fulfil the role for which it was initially selected.

The first stage is a thorough inspection of the used valve, after it has been stripped down, to determine whether it can be economically reclaimed or must be scrapped.

In the case of a wedge gate valve for instance which has been shown by inspection to be capable of reclamation, the wedge, seat ring faces and other pressure containing components can be reclaimed by welding additional metal on worn surfaces. These are then restored to the correct dimensions and finish by machining and lapping.

Pipe flanges and the cover flange of the valve bodies are machined as necessary and the back seating refaced. The spindle will be repolished or, if beyond repair, a new one is manufactured.

It may also be necessary to renew the handwheel, bush and gland and replace such items as studs, bolts, gaskets and gland packings.

After all necessary work, the valve is reassembled and subjected to a pressure test.

Other types of valve, such as globe, ball, swing, check, safety, relief and plug valves are similarly reclaimed, and may require fewer operations. This affects the cost of reclamation but, as a general rule, it can be reckoned that the cost of reclaiming any valve should not exceed more than 50 per cent of the cost of the same valve when new.

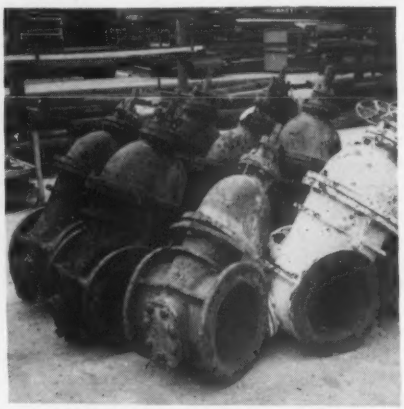
Biggest economies are obtained on the larger valves, and Comid have reclaimed valves up to 1830 mm bore. The firm admits however that with cast iron wedge gate valves, the relatively low cost of new valves, as opposed to the comparatively high cost of reclamation, makes it uneconomic to reclaim them up to and including 457 mm nominal bore.

It is of course tempting for customers to send valves for reconditioning during the annual shut-down period, but since most maintenance shut-downs fall within the May-September period this means that the valve reclaimer is overloaded with work at this time and may find difficulty in coping with the demand.

A way of spreading the load is for the valve reclaimer to agree on a planned maintenance schedule with his customers and so spread the load more evenly round the year.

More recently, Comid have established their resale valve division which holds stocks of reconditioned valves, all tested to the appropriate specification, for sale to users at considerable cost savings and on short term delivery.

Valves for this stock are purchased from various sources, modern petro-chemical gas works rendered redundant by the arrival of natural gas are a currently valuable source of supply, and reclaimed to the high standards necessary.



Before and after pictures show (above) a consignment of valves as they arrived at Comid Engineering and (below) some of the same valves, fully reconditioned to the manufacturer's specification.

Reducing fuel consumption

Due to low gearing for slow speeds, the average refuse vehicle used by local authorities has an abnormally high fuel consumption, possibly as low as about five miles per gallon. One method of saving fuel, however, seems to be to ensure that the engine operates at its most efficient temperature.

Oxford City Council has experimented by fitting shutters, manufacturered by Kysor Industries (GB) Ltd of Whitworth, to a new Dennis 13-ton vehicle with a Perkins 6354 engine. For the purpose of comparison an identical new vehicle was left without shutters. After seven months and the same mileage, the vehicle with the Kysor shutter had used 236 gallons less fuel than the other. Average miles per gallon were 6.84 and 5.10 respectively, an economy of 34 per cent.

Further information: circle 831

Gas bearings for lubrication

The replacement of conventional lubricants by air or process gas is an attractive prospect in many engineering applications. Gas bearings are used, for example, in the textile industry, in precision grinding wheels and machine tool tables, in gyroscopes, in canned electric motors and for easy movement of both light and heavy loads.

A one-day tribology course at Risley on 29 November will outline the main features of gas bearings and their limitations, so that engineers and designers can better appreciate the potential for their own particular fields. The basic theory of both self-acting (no external supply) and externally pressurised bearings will be covered.

The lecturers will be R. E. Leckenby, senior consultant, National Centre of Tribology; Professor H. Marsh, Professor of Engineering Science, Durham University; A. G. Patterson, former head, gas bearing research, Admiralty Compass Observatory; Dr W. B. Rowe, head of mechanical, marine and production engineering department, Liverpool Polytechnic; R. Woolley, head, Gas Bearing Advisory Service, Southampton University; and B. Wright, managing director, Rolair, Reading.

The course fee is £48.60 which is inclusive of VAT, refreshments and course notes.

Programme and application forms can be obtained from: The Course Organiser, National Centre of Tribology, UKAEA, Risley, Warrington WA3 6AT, tel. Warrington (0925) 31244, ext. 2640/3247.

Protein losses in food processing

The Science Research Council has announced the award of a research grant of £116,825 over four years to Dr P. Dunnill of the department of chemical and biochemical engineering at University College, London to study the effects of processing operations on proteins.

Proteins are key constituents in human foods. When food is processed mechanically in operations such as pumping, ultrafiltration, centrifugation and mixing, proteins are denatured with loss of certain important properties. The aim of the research programme at University College is to increase understanding of the forces which cause the alteration of the properties of proteins during food processing.

The council considers biochemical engineering is a significant and important area of research. This is the first major award made by the council's chemical engineering and technology committee for support of a biochemical engineering research programme.

Further details of the work to be supported by this grant can be obtained from Dr P. Dunnill, Department of Chemical and Biochemical Engineering, University College, Gower Street, London WC1E 6BT, tel. 01-387 7050, ext. 666.

European community news

New commission proposals on beef support system

Suggestions for improving the management of the beef market in the community were put forward last week by the European commission.

The commission says these suggestions should allow consumers in all member states to enjoy lower retail prices when there is an abundance of beef, increase consumption and therefore reduce the amount of support buying and the accumulation of large beef stocks throughout the community.

The commission aims to put a floor in the market by intervention buying pitched at a lower relative level while producer incomes would be maintained by direct payments – similar in some ways to the UK system of beef premiums – if the market price fell below a certain level

The commission's suggestions are based on a report which it has sent to the council of ministers on the working of the beef market organisation. The report analysed the relative merits of intervention and premiums and the incorporation of both into the permanent support system.

The report refers to the significant change in the beef market over the last two years. The cost of market support had fallen from 1300 million units of account (mua) in 1975 to 520 mua in 1977 and the level of output has dropped from 6.6 million tonnes in 1975 to an expected 6.15 million tonnes in 1977. Nevertheless, the volume of intervention is a cause for concern but in the commission's view the new proposals would reduce the pressure on intervention.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

New publications

Industrial democracy in the world 72

Technology news

Chemical hazards forum 75

Overseas trade news

EMO provides shop window for world machine tools 89
UK firms have much to offer at Spoga 90
Expansion anticipated at Paris jewellery salon . . . 92
. . . and promising results for leather week 92
British designers in force at Lille 93
Footwear manufacturers look for EEC markets 93
50 thousand buggies sold at Cologne fair 93

Country data

Cyprus: Origin rules 96
United States: Imports of speciality steels under quota 98

Statistics

Registrations of British, community and foreign films 108

USSR fishing rights lapse

At the agriculture council on 27 September, ministers agreed to set on one side a draft regulation which would have extended until the end of November USSR fishing rights in EEC waters.

This followed Soviet insistence on harsh restrictions on community fishing in the Barents Sea and warnings to EEC vessels to get out if the community failed to comply. Apart from Greenland where the USSR has quotas agreed in the International Commission for North-West Atlantic Fisheries, their fishing rights in EEC waters ended on 30 September when the old quotas ran out.

Contacts between the two sides are continuing in the hope of finding a basis of a resumption of fishing.

Applications for £5.4m geothermal R & D programme invited

UK organisations and individuals carrying out research and development into geothermal energy can apply to take part in a £5.4 million programme under which about half the total cost of approved projects will be met by the European commission.

The commission's programme covers work on: acquiring and collating existing and new geothermal data; improving and/or adapting existing prospecting methods to specific geothermal requirements and development of new methods of prospecting and exploration; sources of hot water; steam sources; hot dry rocks; training of specialists.

Projects on sources of hot water can include: construction of geothermal models for the regions concerned; full-scale verification of theoretical models, and tests on the use of sources of hot water for district and agricultural heating.

Projects on steam sources and hot rocks can include: construction of geothermal models; improvement of measuring and drilling techniques for experimental work at high temperatures; stimulation of steam sources; the fracturing and extraction of heat from hot rocks.

Details of the proposals sought are published in the *Official Journal of the European Communities* C225, 21 September 1977. Proposals from individuals or organisations within the community should be submitted by 1 December 1977 on the commission's forms. Further information about the commission's invitation and submission procedures are available from: Dr J. D. Garnish, Energy Technology Support Unit, Building 10.28, AERE, Harwell, Didcot, Oxon OX11 0RA tel. 0235 24141, ext. 2450, or Dr G. Preston, Department of Energy, Thames House South, London SW1, tel. 01-211 5461.

PM to visit W. Germany

Prime Minister James Callaghan will pay an official visit to the Federal Republic of Germany. The visit to Bonn on 18 October will be the next in the series of Anglo-German consultations at heads of government level. The last such meeting was at Chequers on 23 and 24 February. This visit replaces the one planned for 9 and 10 September which had had to be cancelled. Dr David Owen, Secretary of State for Foreign and Commonwealth Affairs, is due to accompany Mr Callaghan.

CBI publishes booklet on competition law in the Community

The CBI has published 'Competition Law in the European Community' – a second publication covering aspects of community rules of competition as they affect industrial property rights and restrictive, sole agency and distributor agreements.

This new 84-page booklet makes a survey of the present position and is aimed at helping companies in reappraising their agreements in the light of community law. The commission has the power to order firms operating prohibited agreements to pay fines and to terminate or vary the agreements. The booklet describes the kinds of agreements which are prohibited, the way clearance or exemption might be

obtained, and how agreements are investigated by the commission.

'Competition Law in the European Community' is available from CBI, Print and Publications Department, 21 Tothill Street, London SW1H 9LP, price £3.50.

Choosing a business partner elsewhere in the community

The Commission of the European Communities set up the business co-operation centre to encourage co-operation between firms in different member states wishing to increase competitiveness and respond to the opportunities opened up by access to the community's markets. Co-operation is defined as pooling one or more activities of partner firms: for example, in research and development, supplies, production, marketing and sales and management.

A firm seeking the centre's help will be asked to provide certain information about itself, and to define exactly what type of partner and what type of co-operation it wants. All the information supplied, and any inquiries received, are treated as strictly confidential, and no names are revealed without the agreement of all parties. The centre will search its files for a suitable partner, and if the application cannot be matched with an offer already registered, will, if the firm agrees, circulate a summary of the firm's requirements, with no names mentioned, to the 'correspondents' which it has in every country of the community.

It is as one of the centre's correspondents in this country that we reproduce the latest batch of requests for co-operation. Readers wishing to obtain further information should write direct to the centre at the following address, quoting the reference number of the request(s) in which they are interested: Business Co-operation Centre, rue Archimede 17, B-1040 Brussels. The centre makes no charge for its services.

BRE/3655/327
Italian family company, which produces machines for automatic and semi-automatic production lines used by furniture manufacturers (brushing-machines and gluing-machines), has developed a new machine for the automatic application of PVC sheets and of special paper. The company, which has a turnover of L720 million and a staff of 35, is seeking a European partner which produces other, complementary machines (for example presses), so as to be able to offer a more comprehensive range on the respective markets and/or which produces similar machines, with a view to establishing a joint production unit, preferably in Italy.

Languages: Italian, English.

BRE/5434/322
Dutch engineering company specialising in special-purpose machines for trimming and forming of stamped sheet metal parts which employs 15 and has a turnover of 2 million guilders, seeks association with larger engineering concern.

Languages: Dutch, French, German, English.

Proposed suspension of CCT

The Department of Trade is considering an application for a new suspension of the common customs tariff (CCT) on:

> Colour negative film of a width not less than 75 mm and not more than 105 mm and of a length of 100 m or more, suitable for use in the manufacture of 'instant picture' film packs (tariff heading ex 37.02B)

on the grounds that this material is not available from within the European Economic Community. The application, which relates to the period 1 July 1978 to 30 June 1979, is for total suspension of the CCT.

Also, it is intended to widen the proposed description for a suspension on Butorphanol as follows:

> Butorphanol (INN) and its salts (tariff headings 29.35Q and 30.03A IIb).

This relates to the period 1 January 1978 to 30 June 1978.

If any UK companies are already manufacturing the goods (or like or competing goods) or expect shortly to be in production, so that their interests would be adversely affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 3576, quoting the reference G/T 16200. The information should reach the department not later than 28 October.

EEC tariff quotas 1977 – replenishments

Under the terms of the EEC regulations concerned, a few UK shares of 1977 tariff quotas, which had earlier been exhausted, were reopened following returns made to the community reserves by other member states at the beginning of October.

These included lead, zinc, unalloyed magnesium, and GSP tariff quotas for glutamic acid and diodes.

Interested importers can telephone the tariff quota registration unit of HM Customs and Excise at King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570, to inquire what is the balance remaining in his firm's quota. He should quote the tariff quota serial number given in part 11 of HM Customs and Excise 'Tariff Relating to the Relevant 1977 tariff quota'.

New EEC documents

This list of EEC documents deposited in the House of Commons during the week ended 6 October, (commission reference numbers, where appropriate, are given in parentheses):

EEC draft documents

R/1124/77 Add. 1. Proposal for a Council Regulation amending Regulation (EEC) No. 816/70 laying down additional provisions for the common organisation of the market in wine.

R/2143/77. Proposal for a Council Regulation relating to interim measures for the conservation and management of North Sea herring stocks.

S/1442/77. Proposal for a Council Regulation (EEC)

Muschamp wins major Italian export order

Two of Muschamp Ltd's inclined spindle 2 for 1 twisting machines undergo pre-delivery tests at the company's Oldham, Lancashire factory prior to dismantling, packaging and shipment to Carpefin Spa, Forli, Italy. The machines form a part of the contract for eight twisters that the company, through its sister marketing company, R. Greenbank and Co Ltd, and its Italian agents, Segip Srl, recently won.

establishing ceilings and Community surveillance of imports of certain products originating in Malta (1978).
S/1448/77. Proposal for a Council Regulation laying down certain interim measures for the conservation and management of fishery resources applicable to vessels flying the flag of Poland, the German Democratic Republic or the Union of Soviet Socialist Republics.
R/1885/77. Proposal for a Council Regulation (EEC) amending Regulations (EEC) Nos. 2052/69, 1703/72 and 2681/74 on Community financing of expenditure incurred in respect of the supply of agricultural products as food aid.
R/2146/77. Proposal for a Council Decision correcting Decision 77/343/EEC amending Decision 76/402/EEC on the level of interest-rate subsidy provided for by Directive 72/159/EEC on the modernisation of farms, to be applied in Italy.
R/2147/77. Proposal for a Council Regulation (EEC) laying down certain interim measures for the conservation and management of fishery resources.
R/2151/77. Proposal for a Council Regulation (EEC) amending Regulation (EEC) No. 2742/75 on production refunds in the cereals and rice sectors.
R/1170/77 Add 1. Amendment of the Commission proposal for a Council Directive amending Directives 66/400/EEC, 66/401/EEC, 66/402/EEC, 66/403/EEC, 68/193/EEC, 69/208/EEC, 70/458/EEC and 70/457/EEC on the marketing of beet seed, fodder plant seed, cereal seed, seed potatoes, material for the vegetative propagation of the vine, seed of oil and fibre plants, vegetable seed and on the common catalogue of varieties of agricultural plant species.
S/1441/77. Proposal for a Council Regulation (EEC) opening, allocating and providing for the administration of a Community tariff quota for certain prepared or preserved bovine meat falling within sub-heading ex 16.02 of the Common Customs Tariff and originating in Malta (1978).

The documents are available for consultation at the European Communities Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry of 25 February, 18 March, 22 April, 13 May, 24 June, 29 July and 19 August, gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 31 July. HM Customs has stated that the position on the restoration of normal duties for the month ending 30 September is as follows (the customs' quota reference [1] is given in brackets after the description of goods):

I Tariff quotas and special ceilings

Tariff heading/ Description of goods	Date UK quota share ex-hausted	Community butoir or where applicable UK maximum cumulative amount (m.a.) reached: duty re-imposed
44.15 Plywood, blockwood, inlaid wood and marquetry (1685)	12.8.77	
51.04 Woven fabrics of man-made fibres (3465)		27.8.77 India
55.09 B Other woven fabrics of cotton	18.2.77	6.8.77 South Korea
Ex 59.04 Twine, cordage – other, other than of jute or of other textile bast fibres or heading 57.03 or of coir (4037)		8.9.77 Yugoslavia
60.02 (S/C) Gloves, mittens and mitts, knitted or crocheted, not elastic or rubberised (6631)		18.9.77 Malaysia
67.04 (S/C) Wigs, false beards, of human or animal hair or of textiles; other articles of human hair (including hair nets) (4347)		27.8.77 South Korea
79.03 A (S/C) Plates, sheets, strip, foil (4762)		11.8.77 Yugoslavia
97.02 Dolls (5105)		27.8.77 South Korea

S/C denotes Special Ceiling.

[1] See HM Customs tariff, part 11.

II Ceilings

Tariff heading/ Description of goods	Date of restoration of duties: From all sources	From particular sources (inner ceilings)
25.23 Portland cement, cement fondu, slag cement, super sulphate-cement and similar hydraulic cements	—	2.8.77 Yugoslavia
27.10 CIc), CIIc), CIIIc)d Heavy oils: gas oils, fuel oils, lubricating oils	—	26.8.77 Kuwait
29.04 AIIIb) Acyclic alcohols, and their halogenated or nitrosated derivatives butyl alcohols (other than 'tert'): Butyl alcohols	—	7.8.77 Romania
C ex 1 Monoethylene glycol Monopropylene glycol	—	13.9.77 Romania
29.08 B ex 1 Diethylene glycol	—	13.9.77 Romania
Ex 39.02 CXII Polimerisation: Other, acrylic polymers copolymers, in the form of plates, sheets	—	7.8.77 Thailand
46.02 Plaiting materials bound together in parallel strands, etc		27.8.77 Hong Kong
73.32 Screws for wood	23.8.77	Hong Kong
83.01 Locks and padlocks of base metals	—	16.8.77 Hong Kong

Tariff quotas 1977 – exhaustions

HM Customs has stated that the UK's share of the following EEC tariff quotas have been exhausted:

UK tariff heading	Description of goods	HM Customs serial no. (part 11 of the UK tariff)
ex 77.01 A[1]	Unwrought magnesium	4959
ex 61.02	Women's girls' and infants' outer garments – hand-dyed or hand printed by the 'Batik' process **(Handicrafts)**	4177
ex 42.02 B	Travel goods, etc **(Hand-made)**	1561

[1] The reactivation of this tariff quota was announced in *Trade and Industry* of 5 August. The exhaustion announced refers to this reactivated quota.

The UK's share of the following EEC tariff quota for imports from Portugal and Malta have also been exhausted:

UK tariff heading	Description of goods	HM Customs serial no. (part 11 of the UK tariff)
ex 22.05 CIIIb)I ex IVb(I	Madeira in containers of more than 2 litres	1286 (Portugal)
61.01	Men's and boys' outer garmetns	4401 (Malta)

The following UK tariff quota for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry* of 17 December 1976) have also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no. (part 11 of the UK tariff)
ex 48.01 CII	Portugal	2044
48.07 B	Finland	2672
ex 48.01 E	Norway	2133
48.15 B	Austria	2796
48.07 B	Finland	2702
48.07 B	Norway	2753
ex 48.01 CII	Sweden	2001
ex 48.01 CII	Sweden	1898
ex 48.01 CII	Finland	1847
48.15 B	Sweden	2834

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Eliminating technical barriers to trade within the EEC: article 100 checklist of draft and adopted directives

Below we print the usual quarterly revision of our checklist showing the directives proposed, approved, or adopted under Article 100 of the Treaty of Rome. The last list was published in *Trade and Industry* of 15 July 1977, page 67. A background article on elimination of technical barriers to trade appeared in the August 1974 issue of the *European Community Commentary*.

A word on terminology. A preliminary draft is really nothing more than a working document for commission working groups, and may appear in any number of revisions. A commission proposal is the final version of the draft as submitted by the commission to the council of ministers. It too may undergo revision as a result of representations by member states at council meetings, and may even be remitted to the commission for further elaboration.

A directive does not have direct internal effect, but creates obligations on the governments of the member states to ensure that its requirements are strictly and fully implemented, where necessary by national legislation. Once adopted, council directives may be adapted to technical progress by directives issued either by the commission or if necessary, by the council on a proposal from the commission.

The texts of adopted directives are published in the 'L' (Legislation) series of the *Official Journal of the European Communities*, and the text of commission proposals in the 'C' (Information and Notices) series. Preliminary drafts and council revisions of commission proposals are not published. In the list below, the dates of issue of the *Official Journal* containing texts of adopted and proposed directives are given where they are known. The journal has appeared in English only since 1 January 1973, but the English texts of adopted directives published before then (together with all other pre-accession community legislation) were issued in a series of special editions of the *Official Journal* in December 1972. Asterisks indicate where changes in the status of documents have occurred during the past quarter. The *Official Journal* is published by HM Stationery Office.

Subject	Reference of directive or latest draft received	Status (where applicable)
Motor vehicles		
Type approval	70/156/EEC of 6.2.70	Directive (*OJ* 23.2.70)
	COM(76)721 FINAL	Commission amending proposal (*OJ* 2.2.77)
Rear registration plates	70/222/EEC of 20.3.70	Directive (*OJ* 6.4.70)
Sound level and exhaust system*	70/157/EEC of 6.2.70	Directive (*OJ* 23.2.70)
	Adapted to technical progress by 73/350/EEC of 7.11.73	Commission directive (*OJ* 22.11.73)
	77/212/EEC of 8.3.77	Directive amending 70/157/EEC (*OJ* 12.3.77)
Fuel tanks and rear protective devices	70/221/EEC of 20.3.70	Directive (*OJ* 6.4.70)
	XI/249/75	Preliminary draft for adaptation to technical progress
	XI/260/75 Rev 2	Preliminary draft for further adaptation to technical progress
Audible warning devices	70/388/EEC of 27.7.70	Directive (*OJ* 10.8.70)
Air pollution by gases from positive ignition (spark ignition) engines	70/220/EEC of 20.3.70	Directive (*OJ* 6.4.70)
	Adapted to techical progress by 74/290/EEC of 28.5.74	Directive (*OJ* 15.6.74)
	77/102/EEC of 30.11.76	Commission directive adapting 70/220/EEC (*OJ* 3.2.77 L32)
Steering equipment	70/311/EEC of 8.6.70	Directive (*OJ* 18.6.70)
Doors	70/387/EEC of 27.7.70	Directive (*OJ* 10.8.70)
Direction indicator lamps	76/759/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Suppression of radio interference produced by spark ignition engines	72/245/EEC of 20.6.72	Directive (*OJ* 6.7.72)
Installation of lighting and light and signalling devices	76/756/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Windscreen-wiper and windscreen-washer systems	COM(76)571 FINAL	Commission proposal
Field of vision	COM(75)619 FINAL	Commission proposal (*OJ* C54 of 8.3.76)
Rear-view mirrors	71/127/EEC of 1.3.71	Directive (*OJ* 22.3.71)
	XI/453/76	Preliminary draft
Electrical connections between vehicles and their trailers	COM(68)633 FINAL	Commission proposal withdrawn
		Further work in hand
Reverse and speedometer equipment	75/443/EEC of 26.6.75	Directive (*OJ* 26.7.75)
Electrical circuits	Work not started	
Maximum speed (method of determination)	Work not started	
Braking devices	71/320/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	Adapted to technical progress by 74/132/EEC of 11.2.74	Commission directive (*OJ* 19.3.74
	Adapted further to technical progress by 75/524/EEC of 25.7.75	Commission directive (*OJ* 8.9.75) and corrigendum (*OJ* 23.9.75)
Safety glass	COM(72)981 FINAL	Commission proposal (*OJ* 16.11.72)
Interior fittings (interior part of the passenger compartment other than interior rear view mirrors, layout of controls, roof or sliding roof, backrest and rear part of seats)	74/60/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Arrangement of foot controls	XI/341/76	Preliminary draft
Identification of controls, tell-tales and indicators	COM(76)571 FINAL	Commission proposal
Tyres	COM(76)712 FINAL	Commission proposal (*OJ* 14.2.77)
Mechanical coupling equipment between vehicles and trailers	XI/14/77	Preliminary draft
Anchorages for safety belts	76/115/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Emission of pollutants by motor vehicles with diesel fuelled (compression ignition) engines	72/306/EEC of 2.8.72	Directive (*OJ* 20.8.72)
External projections	74/483/EEC of 17.9.74	Directive (*OJ* 2.10.74)
Head-restraints of seats	COM(74)2180 FINAL	Commission proposal (*OJ* 14.4.75)
Devices to prevent unauthorised use	74/61/EEC of 17.12.73	Directive (*OJ* 11.2.74)
Strength of seats and their anchorages	74/408/EEC of 22.7.74	Directive (*OJ* 12.8.74)
Behaviour of the steering mechanism in the event of impact	74/297/EEC of 4.6.74	Directive (*OJ* 20.6.74)
Safety belts and restraint systems*	77/541/EEC of 28.6.77	Directive (*OJ* 29.8.77)
Statutory plates and inscriptions, their location and method of attachment	76/114/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Windscreen defrosting and demisting systems	COM(76) 571 FINAL	Commission proposal
Interior fittings – seats (other than strength of seats and anchorages)	Work not started	
Special provisions for public transport vehicles	XI/347/76	Preliminary draft
Special provisions for taxis	Work not started	
Special provisions for goods vehicles	XI/1042/76	Preliminary draft
Towing devices	77/389/EEC of 17.5.77	Directive (*OJ* 13.6.77)
Legs of trailers and semi-trailers	XI/508/73 Rev 1	Preliminary draft
Reflex reflectors	76/757/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Front fog lamps and filament lamps	76/762/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Rear registration plate lamps	76/760/EEC of 27.7.76	Directive (*OJ* 27.9.76)
End-outline marker lamps, front position (side) lamps, rear position (side) lamps, and stop lamps	76/758/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Headlamps	76/761/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Rear fog lamps*	77/538/EEC of 28.6.77	Directive (*OJ* 29.8.77)
Parking lamps*	77/540/EEC of 28.6.77	Directive (*OJ* 29.8.77)
Reversing lamps*	77/539/EEC of 28.6.77	Directive (*OJ* 29.8.77)
Hazard warning devices	Work not started	
Springs	Work not started	
Verification of fuel consumption	XI/702/76	Preliminary draft
Heating systems	COM(76)702 FINAL	Commission proposal (*OJ* 14.2.77)
Wheel guards	COM(76)702 FINAL	Commission proposal (*OJ* 14.2.77)
Weights and Dimensions	COM(76)701 FINAL	Commission proposal
Tractors and Agricultural machinery		
Type approval	74/150/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Maximum design speed and load platforms	74/152/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Certain parts and characteristics	74/151/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Projecting parts	XI/48/74	Preliminary draft following reconsideration of COM(68)565 FINAL
Towable load	COM(68)565 FINAL	Commission proposal referred back for further consideration

Subject	Reference of directive or latest draft received	Status (where applicable)
Rear-view mirrors	74/346/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Lighting and light signalling devices	COM(74)895 FINAL	Commission proposal (*OJ* 13.9.74)
Steering equipment	75/321/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Power connection for lighting and light signalling devices	75/323/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Suppression of radio interference produced by spark-ignition engines	75/322/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Driver's seat	XI/604/76	Preliminary draft
Passenger seats	76/763/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Coupling between tractor and trailer	COM(68)565 FINAL	Commission proposal referred back for further consideration
Braking devices	76/432/EEC of 6.4.76	Directive (*OJ* 8.5.76)
Safety glass	XI/299/74	Preliminary draft
Emission of pollutants from diesel engines*	77/537/EEC of 28.6.77	Directive (*OJ* 29.8.77)
Tyres	Work not yet started	
Power take-off	Work started but no papers yet available	
Field of vision and windscreen wipers	74/347/EEC of 25.6.74	Directive (*OJ* 15.7.74)
Location and attachment of statutory plates and inscriptions	Work started but no papers yet available	
Length, width and unladen height	Work started but no papers yet available	
Maximum authorised weight on each axle and distribution of weight between axles	Work started but no papers yet available	
Maximum vertical load applied to mechanical coupling devices	XI/509/73	Preliminary draft
Speed governor	Work started but no papers yet available	
Reverse gear	Work started but no papers yet available	
Rollover protection structures*	77/536/EEC of 28.6.77	Directive (*OJ* 29.8.77)
	XI/1036/76 Rev. 1	Preliminary Draft Technical annexes
	III/794/77	Modification of XI/1036/76 Rev 1
Other means of protection against the weather	Work started but no papers yet available	
Location identification and operation of controls	XI/44/74	Preliminary draft
Coupling hooks (front coupling devices)	Work started but no papers yet available	
Driver-perceived noise level	77/311/EEC of 29.3.77	Directive (*OJ* 28.4.77)
Metrological		
General directive	71/316/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	72/427 EEC of 19.12.72	Amending directive (*OJ* 28.12.72)
Clinical mercury-in-glass maximum reading thermometers	76/764 EEC of 27.7.76	Directive (*OJ* 27.9.76)
Medium accuracy bar and cylindrical weights	71/317/EEC of 26.7.71	Directive (*OJ* 6.9.71)
Measuring of the standard mass per storage volume of grain	71/347/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Calibration of the tanks of vessels	71/349/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Material measures of length*	73/362/EEC of 19.11.73	Directive (*OJ* 5.12.73)
	III/771/77 Rev 1	Preliminary draft Commission directive adapting 73/362/EEC to technical progress
Non-automatic weighing machines	73/360/EEC of 19.11.73	Directive (*OJ* 5.12.73)
	76/696/EEC of 27.7.76	Commission directive: technical progress adaptation (*OJ* 27.8.76)
Electrical energy meters	76/891/EEC of 4.11.76	Directive (*OJ* 4.12.76)
Meters for liquids other than water	71/319/EEC of 26.7.71	Directive (*OJ* 26.7.71)
Measuring systems for liquids other than water	77/313/EEC of 5.4.77	Directive (*OJ* 28.4.77)
Ancillary equipment for meters for liquids other than water	71/348/EEC of 12.10.71	Directive (*OJ* 25.10.71)
Gas volume meters	71/318/EEC of 26.7.71	Directive (*OJ* 6.9.71)
	Adapted to technical progress by 74/331/EEC of 12.6.74	Commission directive (*OJ* 12.7.74)
	XI/355/76 Rev 3	Preliminary draft Second technical progress adaptation
Making-up by volume of certain prepackaged liquids	75/106/EEC of 19.12.74	Directive (*OJ* 15.2.75)
	XI/948/76	Draft amending directive
	XI/1082/76	Preliminary draft technical progress adaptation
Bottles used as measuring containers	75/107/EEC of 19.12.74	Directive (*OJ* 15.2.75)
Cold water meters	75/33/EEC of 17.12.74	Directive (*OJ* 20.1.75)
Hot water meters	XI/996/76 Rev 1	Preliminary draft
Thermal energy meters	III/214/77	Preliminary draft
Road and rail transport tanks for use as measuring containers		Commission proposal (*OJ* 13.9.74) withdrawn (*OJ* 3.2.77 C26)
Taximeters	77/95/EEC of 21.12.76	Directive (*OJ* 31.1.77)

Subject	Reference of directive or latest draft received	Status (where applicable)
Alcoholmeters and alcohol hydrometers	76/765/EEC of 27.7.76	Directive (*OJ* 27.9.76)
	Corrigenda	(*OJ* 5.3.77)
Alcohol tables	76/766/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Saccharimeters	Work started but no papers yet available	
Continuous totalising weighing machines	75/410/EEC of 24.6.75	Directive (*OJ* 14.7.75)
Instruments for determining the fat content of dairy produce	Work started but no papers yet available	
Metallic monometers	III/1919/72	Preliminary draft in abeyance. Further work in hand
Apparatus for measuring arterial pressure	Work started but no papers yet available	
Weights of from 1 mg to 50 kg of above medium accuracy	74/148/EEC of 4.3.74	Directive (*OJ* 28.3.74)
Instruments for measuring moisture content of grain	XI/86/74	Preliminary draft
Electronic devices incorporated or associated with measuring instruments*	XI/667/76 Rev 4	Preliminary draft
Units of measurement	71/354/EEC of 18.10.71	Directive (*OJ* 29.10.71)
	76/770/EEC of 27.7.76	Amending directive (*OJ* 27.9.76)
	Corrigenda to 76/770/EEC	(*OJ* 14.12.76)
Check-weighing and grading machines	COM(75)573 FINAL	Commission proposal (*OJ* 8.3.76)
Making-up by weight or by volume of certain prepackaged products	76/211/EEC of 20.1.76	Directive (*OJ* 21.2.76 L46)
Differential pressure gasmeters	Work not yet started	
Ranges of nominal quantities permitted for certain prepackaged products	COM(76)384 FINAL	Commission proposal (*OJ* 18.8.76)
Scales of charges for the testing of gas meters	COM(74)776 FINAL	Commission proposal (*OJ* 1.7.74)
Instruments for measuring pollution of air	Work not yet started	
Electrical		
Electrical equipment designed for use within certain voltage limits	73/23/EEC of 19.2.73	Directive (*OJ* 26.3.73)
Electro-medical equipment Medical X-ray equipment	COM(74)2178 FINAL	Commission proposal (*OJ* 12.2.75)
Electrical equipment for use in potentially explosive atmospheres (framework directive)	76/117/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Electrical equipment for use in explosive atmospheres (special directive)	XI/508/75	Preliminary draft
	XI/1119/76 Rev 1	Preliminary draft
	XI/79/77	Amendment
	XI/80/77	Amendment
Radio interference caused by electrical household appliances, portable tools and similar equipment	76/889/EEC of 4.11.76 Corrigendum	Directive (*OJ* 4.12.76) (*OJ* 28.4.77 L105)
Suppression of radio interference from fluorescent lighting luminaires	76/890/EEC of 4.11.76 Corrigendum	Directive (*OJ* 4.12.76) (*OJ* 28.4.77 L105)
Suppression of radio interference from radio and television sets	COM(73)569 FINAL	Commission proposal
Suppression of radio interference from industrial, scientific and medical equipment	COM(74)1181 FINAL	Commission proposal (*OJ* 6.3.75)
Plugs and sockets	XI/685/76	Preliminary draft withdrawn, revision in preparation
Textiles		
Textile names	71/307/EEC of 26.7.71	Directive (*OJ* 16.8.71)
	75/36/EEC of 17.12.74	Directive supplementing 71/307/EEC (*OJ* 20.1.75)
Quantitative analysis of binary textile fibre mixtures	72/276/EEC of 17.7.72	Directive (*OJ* 31.7.72)
Quantitative analysis of ternary fibre mixtures	73/44/EEC of 26.2.73	Directive (*OJ* 30.3.73)
Quantitative analysis mixtures of fibres of the same chemical nature	Work started but no papers yet available	
Elimination of foreign matter	Work started but no papers yet available	
Pressure vessels		
General directive	76/767/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Seamless steel gas cylinders	COM(72)1689	Commission proposal
Aerosol dispensers	75/324/EEC of 20.5.75	Directive (*OJ* 9.6.75)
Seamless aluminium alloy gas cylinders	COM(74)966 FINAL	Commission proposal (*OJ* 13.9.74)
Welded unalloyed steel gas cylinders	COM(74)965 FINAL	Commission proposal (*OJ* 13.9.74)
Unfired pressure vessels of welded steel	XI/584/75	Preliminary draft
Shell boilers for producing steam or hot water	Work started but no papers yet available	

Subject	Reference of directive or latest draft received	Status (where applicable)
Dangerous substances and preparations		
Classification, packaging and labelling of dangerous substances	67/548/EEC of 27.6.67	Directive (*OJ* 16.8.67)
	73/146/EEC of 21.5.73	Amending directive (*OJ* 25.6.73)
	75/409/EEC of 24.6.75	Amending directive (*OJ* 14.7.75)
	76/907/EEC of 14.7.76	Commission directive adapting to technical progress 67/548/EEC (*OJ* 30.12.76)
	COM(76)433 FINAL	Commission amending proposal (*OJ* 5.11.76)
Classification, packaging and labelling of pesticides	COM(74)2193 FINAL	Commission proposal (*OJ* 20.2.75)
Approval and putting into circulation of agricultural pesticides	15.175/VI/69	Preliminary draft
Explosives	13269/III/70	Preliminary draft
Classification, packaging and labelling of dangerous preparations (solvents)	73/173/EEC of 4.6.73	Directive (*OJ* 11.7.73)
	III/Ex. XI/790/76 Rev 4	Draft amending directive
Classification, packaging and labelling of paints, varnishes, glues and related products	COM(75)311 FINAL	Commission proposal (*OJ* 23.7.75)
Classification, packaging and labelling of dangerous products of general use in the home (household preparations)	XI/780/76	Preliminary draft
	XI/1/76 Rev 1	Preliminary draft
Corrosives	Work started but no papers yet available	
Detergents	73/404/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Methods of testing the biodegradability of anionic surfactants	73/405/EEC of 22.11.73	Directive (*OJ* 17.12.73)
Methods of testing the biodegradability of non-ionic surfactants	XI/315/76	Preliminary draft
Detergents – toxicity	Work in abeyance	
Restrictions on the marketing and use of certain dangerous substances and preparations	76/769/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Restrictions on the marketing and use of certain types of asbestos fibre*	III/366/77 Rev 1	Preliminary draft
Classification, packaging labelling of dangerous substances not covered by original directive 67/548/EEC	III/365/77	Preliminary draft
Lifts and lifting apparatus		
Certification and marking of wire ropes, chains and hooks	73/361/EEC of 19.11.73	Directive (*OJ* 5.12.73)
	76/434/EEC of 13.4.76	Commission directive (*OJ* 8.5.76) Adapting 73/361/EEC to technical progress
Common provisions for lifting and mechanical handling appliances (General directive)	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Tower cranes for building work	XI/276/76 Rev 1	Preliminary draft
	XI/882/76	Preliminary draft
Builders' hoists	Work started but no papers yet available	
Conveyor-belts	Work started but no papers yet available	
Electrically operated lifts	COM(75)336 FINAL	Commission proposal (*OJ* 29.9.75)
Powered industrial trucks	XI/768/76	Preliminary draft
Machine tools and machines		
Common provisions for the working of metals, wood, paper and other materials	XI/216/74 Rev 1	Preliminary draft
Grinding wheels and grinding machines	XI/217/74	Preliminary draft
Portable grinding machines	XI/270/75	Preliminary draft (but now agreed to divide into 3 separate directives – 9/3, 9/4, 9/5)
Fixed grinding machines	Work started but no papers yet available	
Grinding wheels	Work started but no papers yet available	
Woodworking machines	Work started but no papers yet available	
Crystal glass		
Crystal glass	69/493/EEC of 15.12.69	Directive (*OJ* 29.12.69)
Oil pipelines		
Oil pipelines (construction)	COM(68)640 FINAL	Proposal withdrawn (*OJ* 3.2.77 C26)
Precious metals		
Articles made from precious metals	COM(75)607 FINAL	Commission proposal (*OJ* 16.1.76)
Gas appliances		
Safety and control devices for appliances using gaseous fuels	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)
Instantaneous production of hot water for sanitary purposes	COM(74)2179 FINAL	Commission proposal (*OJ* 16.6.75)

Subject	Reference of directive or latest draft received	Status (where applicable)
Cookers	Work started but no papers yet available	
Central heating boilers	Work started but no papers yet available	
Gas governors	Work started but no papers yet available	
Independent space heaters	Work started but no papers yet available	
Fertilisers		
General directive	76/116/EEC of 18.12.75	Directive (*OJ* 30.1.76)
Sampling and methods of analysis*	77/535/EEC of 22.6.77	Directive (*OJ* 22.8.77)
Marketing of high nitrogen content ammonium nitrate based fertiliser	COM(75)635 FINAL	Commission proposal (*OJ* 23.1.76)
Gas pipelines		
Gas pipelines (construction)	18.871/III/69	Preliminary draft thought to be withdrawn with oil pipelines (see 11/1)
Fuels		
Problem of the lead content of petrol	COM(73)2050 FINAL	Commission proposal (*OJ* 31.1.74)
Sulphur content of certain liquid fuels	75/716/EEC of 24.11.75	Directive (*OJ* 27.11.75)
Use of fuel-oils with aim of decreasing sulphurous emissions*	COM(75)681 FINAL	Commission proposal (*OJ* 8.3.76)
	COM(77)407 FINAL	Commission amending proposal
Rubber and plastics		
Reinforced plastic tanks for carriage of dangerous substances by road	COM(71)1446 FINAL	Commission proposal (*OJ* 15.3.72)
Construction materials		
Cement	Work in abeyance	
Ceramic tiles	Work in abeyance	
Flat glass	XI/437/74	Preliminary draft
PVC pipes	Work in abeyance	
Fire resistance	XI/790/75 Rev 2	Preliminary draft
Water supply equipment	Work was proposed by the tripartite working group but the project was shelved	
Building and civil engineering equipment and machines		
General directive Measurement of the sound level of constructional plant and equipment Permissible sound level for pneumatic concrete-breakers and jackhammers	COM(74)2195 FINAL	Commission proposal (*OJ* 14.4.75)
Permissible sound emission level for tower cranes	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Permissible sound level of grass cutting machines	XI/28/75 Rev 1	Preliminary draft
Permissible sound emission level for current generators for welding Permissible sound emission level for current generators for power supply	COM(75)558 FINAL	Commission proposal (*OJ* 8.3.76)
Noise emitted by air compressors* (Site safety)	ENV/168/77 Rev 1	Preliminary draft
Roll-over protective structures	XI/554/75	Preliminary draft
Falling-object protective structures	XI/555/75	Preliminary draft
Dimensions of operators' cabins	XI/556/75	Preliminary draft
Protecting guards and shields (Road safety)	XI/557/75	Preliminary draft
	Work started but no papers yet received	
Tower cranes: safety aspects	Work started but no papers yet received	
Mopeds		
Type approval	COM(72)1645 FINAL	Commission proposal
	COM(73)1732 FINAL	Commission amending proposal
Engines	Work started but no papers yet received	
Noise	Work started but no papers yet received	
Braking devices	XI/710/75	Preliminary draft
Motor cycles		
Type approval	COM(74)2177 FINAL	Commission proposal (*OJ* 20.2.75)
Permissible sound level and exhaust system	COM(75)634 FINAL	Commission proposal (*OJ* C54 of 8.3.76)
Fuel system integrity	XI/567/75	Preliminary draft
Non military arms and ammunition	Work started but no papers yet received	
Firefighting equipment		
Portable fire extinguishers	Work started but no papers yet received	
Metal scaffolding		
Working metal scaffolds	XI/34/76	Preliminary draft suspended sine die

Subject	Reference of directive or latest draft received	Status (where applicable)
Packaging materials		
	Work not yet started	
Educational materials		
	Work not yet started	
Equipment using ionising rays		
	Work started but no papers yet received	
Protective clothing and equipment		
Protective helmets (industrial)	Work started but no papers yet received	
Safety helmets for motor vehicle drivers and their passengers	XI/227/75	Preliminary draft
Respiratory protective devices	Work started but no papers yet received	
Industrial safety belts and harnesses	Work started but no papers yet received	
Eye protectors	Work started but no papers yet received	
Protective footwear	Work started but no papers yet received	
Boats and their fittings		
Type approval	COM(76)393 FINAL	Commission proposal (*OJ* 24.8.76)
Pleasure craft made of reinforced plastic	XI/592/74	Preliminary draft
Cosmetics		
Cosmetic products	76/768/EEC of 27.7.76	Directive (*OJ* 27.9.76)
Leaching of substances into foodstuffs		
General directive	76/893/EEC of 23.11.76	Directive (*OJ* 9.12.76)
Materials and objects in glass intended to come into contact with foodstuffs	687/VI/73	Preliminary draft
Materials and objects in stainless steel intended to come into contact with foodstuffs	688/VI/73	Preliminary draft
Materials and objects in ceramics intended to come into contact with foodstuffs	COM(74)2173 FINAL	Commission proposal (*OJ* 27.2.75)
Materials and objects in plastics intended to come into contact with foodstuffs	3003/VI/74	Preliminary draft
Materials and articles which contain vinyl chloride monomer and are intended to come into contact with foodstuffs	COM(76)680 FINAL	Commission proposal (*OJ* 21.1.77)
Toys		
Toys safety requirements	XI/288/74	Preliminary draft
Noise in the domestic environment		
	Work started but no papers yet received	

Food-law harmonisation directives

Included in this list for the first time are food-law harmonisation directives, which have been adopted or are under discussion in the community. Further information about the directives may be obtained from the Ministry of Agriculture, Fisheries and Food, Room 514, Great Westminster House, Horseferry Road, London SW1P 2AE, tel. 01-216 6420.

Subject	Reference of directive or latest draft received	Status (where applicable)
Cocoa and chocolate products	73/241/EEC of 24.7.73	Directive (*OJ* 16.8.73)
	74/411/EEC of 1.8.74	Amending directive (*OJ* 12.8.74)
	74/644/EEC of 19.12.74	Amending directive (*OJ* 28.12.74)
	75/155/EEC of 4.3.75	Amending directive (*OJ* 11.3.75)
	76/628/EEC of 20.7.76	Amending directive (*OJ* 16.8.76)
	4198/VI/76	Preliminary draft
	III/970/77	Preliminary draft
Erucic acid levels in food	76/621/EEC of 20.7.76	Directive (*OJ* 28.7.76)
Certain sugars	73/437/EEC of 11.12.73	Directive (*OJ* 27/12/73)
	III/797/77	Preliminary draft
Certain partly or wholly dehydrated preserved milk	76/118/EEC of 18.12.75	Directive (*OJ* 30.1.76)
	COM(77)155 FINAL	Commission proposal (*OJ* 25.5.77)
Emulsifiers, stabilisers, thickeners and gelling agents	74/329/EEC of 18.6.74	Directive (*OJ* 12.7.74)
	2271/VI/76	Preliminary draft
	3775/VI/76	Preliminary draft
Honey	74/409/EEC of 22.7.74	Directive (*OJ* 12.8.74)
Fruit juices and similar products	75/726/EEC of 17.11.75	Directive (*OJ* 1.12.75)
Natural mineral waters	COM(70)441 FINAL	Commission proposal (*OJ* 11.6.70)
Foodstuffs for particular nutritional purposes	77/94/EEC of 21.12.76	Directive (*OJ* 31.1.77)
Jams, marmalades, fruit jellies	COM(75)419 FINAL	Commission proposal (*OJ* 4.9.75)
Coffee extracts and chicory extracts	77/436/EEC of 27.6.77	Directive (*OJ* 12.7.77)
Labelling of foodstuffs	COM(76)107 FINAL	Commission proposal (*OJ* 22.4.76)
Starches	III/973/77	Preliminary draft
Tomato products		
Tomato concentrates	1821/VI/76	Preliminary draft
Preserved tomatoes	1822/VI/76	Preliminary draft
Soft drinks	3306/VI/76	Preliminary draft
Solvents	2373/VI/76	Preliminary draft
Processing and handling of quick frozen foods	III/576/77	Preliminary draft
Vinegar	VI/2713/75	Preliminary draft
Flavourings	3394/VI/76	Preliminary draft
Preservatives	64/54/EEC of 5.11.63	Directive (*OJ* 27.1.64)
	65/66/EEC of 26.1.65	Directive (*OJ* 9.2.65)
	65/569/EEC of 23.12.65	Amending directive (*OJ* 28.12.65)
	66/722/EEC of 14.12.66	Amending directive (*OJ* 20.12.66)
	67/427/EEC of 27.6.67	Amending directive (*OJ* 11.7.67)
	67/428/EEC of 27.6.67	Amending directive (*OJ* 11.7.67)
	68/420/EEC of 20.12.68	Amending directive (*OJ* 24.12.68)
	70/359/EEC of 13.7.70	Amending directive (*OJ* 18.7.70)
	71/160/EEC of 30.3.71	Amending directive (*OJ* 17.4.71)
	72/2/EEC of 20.12.71	Amending directive (*OJ* 4.1.72)
	72/444/EEC of 26.12.72	Amending directive (*OJ* 31.12.72)
	74/62/EEC of 17.12.73	Amending directive (*OJ* 11.2.74)
	74/394/EEC of 22.7.74	Amending directive (*OJ* 30.7.74)
	76/462/EEC of 4.5.76	Amending directive (*OJ* 14.5.76)
	76/463/EEC of 4.5.76	Amending directive (*OJ* 14.5.76)
	76/629/EEC of 20.7.76	Amending directive (*OJ* 16.8.76)
	483/VI/77	Preliminary draft
Colouring matters	2645 of 11.11.62	Directive (*OJ* 11.11.62)
	65/469/EEC of 25.10.65	Amending directive (*OJ* 26.10.65)
	67/653/EEC of 24.10.67	Amending directive (*OJ* 30.10.67)
	68/419/EEC of 20.12.68	Amending directive (*OJ* 24.12.68)
	70/358/EEC of 13.7.70	Amending directive (*OJ* 18.7.70)
	76/399/EEC of 6.4.76	Amending directive (*OJ* 26.4.76)
	481/VI/77	Preliminary draft
Antioxidants	70/357/EEC of 13.7.70	Directive (*OJ* 18.7.70)
	74/412/EEC of 1.8.74	Amending directive (*OJ* 12.8.74)
	COM(76)573 FINAL	Commission proposal
	482/VI/77	Preliminary draft
Substances used to change or stabilise the acidity or alkalinity of foodstuffs	2607/VI/76	Preliminary draft

EEC information

Free service for businessmen !
The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership and by guiding them where necessary to more specialised information sources.
New customers are always welcome, particularly firms new to EEC questions.
The unit's address is : EEC Information Unit,
Department of Industry,
1 Victoria Street, London SW1H 0ET.
Tel. 01-215 4301 (six lines).

Overseas trade news

South American industrial project promotion

Discussions next month on industrial projects are being organised by the United Nations Industrial Development Organisation (Unido), in collaboration with the Institute for Latin American Integration, the Inter-American Development Bank, and relevant government bodies of Argentina, Paraguay and Uruguay. These discussions are to be held in these countries between various business and industrial groups and highly placed government officials of the respective countries, and businessmen and financiers from industrialised and capital exporting nations.

The three consecutive meetings are to be held on 21 and 22 November in Mar del Plata, Argentina; 23 and 24 November in Punta del Este, Uruguay and 25 and 26 November in Asuncion, Paraguay.

The promotional meetings will provide a forum for Argentine, Paraguayan and Uruguayan entrepreneurs with investment projects or project ideas, and industrialists and financiers from industrialised and capital exporting countries, to explore ways and means of establishing partnership arrangements and/or specific programmes for industrial co-operation.

Some 50 industrial projects have been screened and selected by Unido for discussion, and brief descriptions of all the projects, including the investment required and the foreign contribution sought, will be distributed to the interested parties in advance of the meetings. Individual programmes for each meeting will be prepared for each participant on the basis of interest expressed in the investment projects prior to the meetings.

Those interested in taking part in this venture should contact, direct, the Director, Investment Co-operative Programme Office, Industrial Operations Division, United Nations Industrial Development Organisation, Lerchenfelder Strasse 1, A-1070 Vienna, Austria, PO Box 707 A-1011, tel. 43 500. Further basic details, including country summaries with an outline of the prevailing investment data, are available on request from Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5287.

United States debut for Viewdata

Viewdata, the Post Office's new telephone-television linked communications system, goes on show in the United States this week. After exporting Viewdata expertise to West Germany, the Post Office is now mounting the first public transatlantic demonstration of the system at a get-together of world telecommunication experts – Intelcom 77 – in Atlanta, Georgia.

Changes in customs import entry and boarding procedures

Customs and Excise will introduce a new import entry processing system in May 1978.

In a number of major ports the import control system will be computer-based. At others the conventional manual clearance system will be revised to incorporate many of the procedural features of the computer-based system.

The changes in the implementation of the new system will be:

1 November 1977 – introduction of the new general import entry form C10 (1977), and a revised manual entry processing system at Manchester Port (as a lead-in to the computerised version);

December 1977 – pilot running of the permanent manual arrangements at Bristol and Edinburgh;

1 April 1978 – national introduction of revised manual arrangements;

15 May 1978 – changeover to a computer based system at Manchester Port, to be followed later by Dover and Folkestone (October 1978), Harwich and Felixstowe (November 1978), Southampton (December 1978), Liverpool (January 1979), Hull (February 1979), Manchester Airport (March 1979) and London Port (April 1979).

Completion of the new C10 will involve use of a unique reference number for importer and agent. This reference will be based upon the VAT registration number where appropriate.

With the introduction of the new system customs will no longer return entries to traders after official acceptance. This will mean that for entries on which charges are immediately payable (now in the minority because there is no longer duty on most EEC goods) a payment slip will have to be submitted with the entry. It will also mean that amendments to entries will have to be made either by attendance at the appropriate customs office or by completion of a prescribed form. In addition the out-of-charge note is being re-designed to enable traders to use it to control import cargo or write-off against manifests where they currently use entries for this purpose.

There will be fewer customs offices involved because the functions which are currently split between long rooms and landings stations are being merged and in most places entries will be cleared by staff based at the office where they are first presented. However, there will be a few places where for geographical reasons, it will be necessary to transfer entries for goods selected for physical examination to another office, but even in these circumstances by far the greater proportion of entries will be cleared at the office of entry presentation. Station presentation of entry (SPE), triplicate entry and other fast-clearance expedients (apart from transit shed register facilities) will be withdrawn, but the one-stage processing of entries is expected to provide much-improved clearance times. Entry processing offices may be provided at remote small ports and airports where customs are satisfied they are needed. There will generally only be one entry processing office in each port although additional offices may be provided at London Port and Dover.

Boarding procedures

On 1 April 1978 revised procedures for the boarding of vessels and aircraft arriving from abroad will be introduced. The present practice of boarding all foreign arrivals will be replaced by a selective system.

The new system will necessitate changes in procedures and documentation. Masters (assisted by agents as necessary) will be responsible for the completion of boarding documents on arrival and these will be either presented to the officer boarding the vessel or aircraft or deposited at the designated customs office within a specified time after arrival. There will also be changes in the procedures for shipping and controlling duty-free stores on vessels and aircraft.

Local consultations

The precise effect on the various changes upon

a particular place will depend upon local circumstances. Customs collectors will be discussing the changes appropriate to their own areas of responsibility with local trade interests before they are introduced.

Additional codes (CACs) for exports

Customs and Excise are required as from 1 January 1978 to collect statistics in respect of goods falling within tariff chapters 36, 84, 85 and 90 and tariff headings 7608, 8701, 8702, 8703, 8704 and 8803 which are exported for military use abroad. For this purpose a customs additional code 80 is to be inserted by exporters and agents on all export entries for such goods.

While it is appreciated that the end use for goods exported is not always known, exporters and agents are required to make all efforts to obtain the necessary information and complete the CAC accordingly.

An amendment to public notice 276 has been distributed. Copies can be obtained on request from collectors of Customs and Excise.

British Aerospace Australia reconstituted

The formation of British Aerospace has made it necessary to re-arrange the British aircraft industry's representation in Australia.

British Aircraft Corporation (Australia) Pty. Ltd has been reconstituted as a subsidiary of British Aerospace under the name of British Aerospace Australia Ltd. The head office remains at ICI House, 61-69 Macquarie Street, Sydney and the Salisbury division at the Weapons Research Establishment in South Australia.

As a consequence of the change, British Aerospace Australia will assume responsibility for the representation of the total product range of British Aerospace, including the products of Hawker Siddeley Aviation Ltd and Hawker Siddeley Dynamics Ltd, now both merged in British Aerospace, which have hitherto been handled by Hawker de Havilland.

BOTB support for firms from October to December

In the three months October to December over 1650 British firms, supported by the British Overseas Trade Board, will be taking part at 62 overseas trade fairs in 23 countries. In addition, assistance will be given by the board to over 950 firms in 69 outward missions to 36 countries. During the same period, the board will also support eight retail store promotions abroad.

At the end of November, Nigeria's first international trade fair opens with over 100 British companies taking part. Among other important overseas trade events to be supported by the BOTB are the Emtec and international boat show in Hamburg from 13 to 23 October. A larger than ever British contingent of 78 firms, supported by the BOTB and under the sponsorship of the Ship and Boat Builders National Federation, will demonstrate boats, sailing equipment and accessories to buyers and visitors from all over the world at this major marine exhibition.

And in November the South East Asian production machinery and industrial development show (Machine Asia) will be held in Singapore from 7 to 11 November, where assisted by the BOTB, 27 British companies will be in a British pavilion to display power, precision and production equipment and machinery from Britain. At the Middle East health exhibition (Intermedex 77) from 26 to 30 November, the British Health-Care Export Council are sponsoring, with the board's support, 54 British companies in a rich and expanding market.

From 27 November to 11 December, BOTB will organise a British pavilion for 115 firms at the first international trade fair in Lagos. Nigerian buyers and consumers will be able to inspect, at first hand, a wide cross-section of British industrial and consumer goods and also learn about some of the manufacturing capabilities and specialist services Britain can provide.

Certificates of origin: issuing bodies

The following amendment should be made to the list of bodies authorised to issue certificates of origin which appeared on pages 614 and 615 of *Trade and Industry* of 30 September 1977:

Insert Bradford Chamber of Commerce
Delete Halifax Chamber of Commerce

British medical technology on show in Madrid next week

At the medical instrumentation and technical exhibition 'Expomedica-instrumentalia' in Madrid from 19 to 26 October, 18 companies will exhibit with the backing of the British Overseas Trade Board in association with the British Health-Care Export Council.

Advanced technology

This display of advanced technology will include such items as cryosurgical instruments and systems, a volumetric infusion pump, a spirometer with digital meter, a vapour condenser humidifier, a large selection of electro-physiological measuring equipment, manually propelled and electrically powered wheelchairs, bath units for the disabled and packaging hospital products.

This major exhibition has been formed by the addition of medical equipment to the scientific instrument show held in 1972 at which there was also a British supported joint venture.

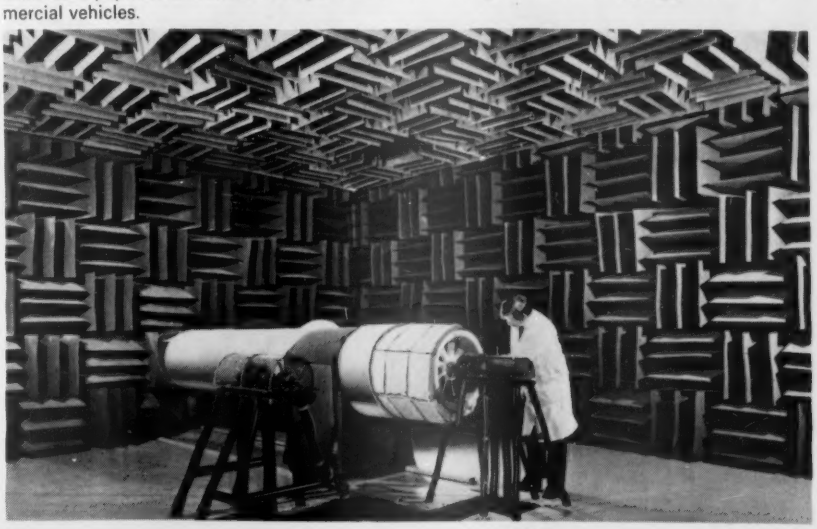
Parallel seminar

A seminar will be held in connection with the exhibition and some of the British exhibitors will present papers.

Total British exports of pharmaceutical products, medical, dental, ophthalmic and hospital equipment worldwide amounted to £499.5 million in 1975. Export from UK to Spain of the same products during the same year were valued at £7.5 million against £6.4 million for 1974 and £3.8 million for 1973.

Seven UK firms in Tokyo motor show

A test engineer checks the operating efficiency of a prototype polypropylene engine cooling fan in the quiet room at Wilmot Breeden in Birmingham. The company will promote a selection of its 'Trufoil' fans when it joins a group of seven British firms at the Tokyo motor show (28 October to 7 November). Organised as a joint venture by the British Overseas Trade Board and the Society of Motor Manufacturers and Traders, British exhibits at the show will range from engine parts, electrical equipment and chassis components to automatic gear boxes and tipping gear for commercial vehicles.



Canning House seminar on Mexico

Secretary of State for Trade Edmund Dell will give the address of welcome at a business seminar on Mexico being organised by Canning House on 26 October. The venue is the Hilton Hotel, Park Lane, London.

Speakers during the morning at the seminar include Licenciado Fernando Solana, Mexican Minister of Trade, Dr Nathan Warman, Deputy Minister for National Resources and Industrial Development, and Bernado Quintana, president of the Mexican association of civil engineers. The afternoon sessions will be mainly devoted to panel discussions covering trade with and opportunities in Mexico.

Further details can be obtained from Canning House, 2 Belgrave Square, London SW1X 8PJ.

Materials testing equipment next year in Tokyo

From 7 to 11 November next year there will be a materials testing equipment exhibition, sponsored by the British Overseas Trade Board, at the British export marketing centre in Tokyo. The exhibition will provide an unrivalled opportunity for British manufacturers of materials and non-destructive testing equipment to enter or expand their share of the Japanese market.

BOTB assistance to exhibitors will include up to £900 towards travel and stand-manning expenses (£450 each for two UK based representatives); free stand space, stand design and construction; free freight of exhibits; free market research; free publicity; a professionally organised audience identification and recruitment scheme; a press preview and reception. For all this assistance the BOTB will levy a single charge of £200 on each company exhibiting.

To coincide with the exhibition, the BOTB will organise a technical seminar. Firms participating in the seminar are charged an extra £100 (plus £50 for each additional paper read). The board will arrange all facilities for the seminar including translations of papers and simultaneous interpretation.

Applications for stand space at the exhibition and participation in the seminar can be accepted up to 1 December by the exhibition sponsors: Mr I. M. Barnes, British Institute of Non-Destructive Testing, 53-55 London Road, Southend on Sea, Essex SS1 1PF, tel. 0702 354252.

Last opportunity to apply for Tehran fair

Joint venture terms have been offered to the British Educational Equipment Association by BOTB for the Tehran international educational and training equipment exhibition from 10 to 17 June next year. As this is the first time this event is being held participants will be eligible for a 50 per cent discount on normal BOTB rates.

Iran is Britain's largest Middle East market with exports last year in excess of £500 million showing a growth of some 25 per cent in the year to date. The rate of domestic growth last year was 14.7 per cent and higher than average growth is forecast to continue for the next few years.

Within the next Iranian development plan it is expected there will be an emphasis on infrastructure projects and the educational sector has been specially identified by Iran's newly appointed Prime Minister as one of the areas in which particular effort will be concentrated.

The closing date for applications will be 31 October 1977.

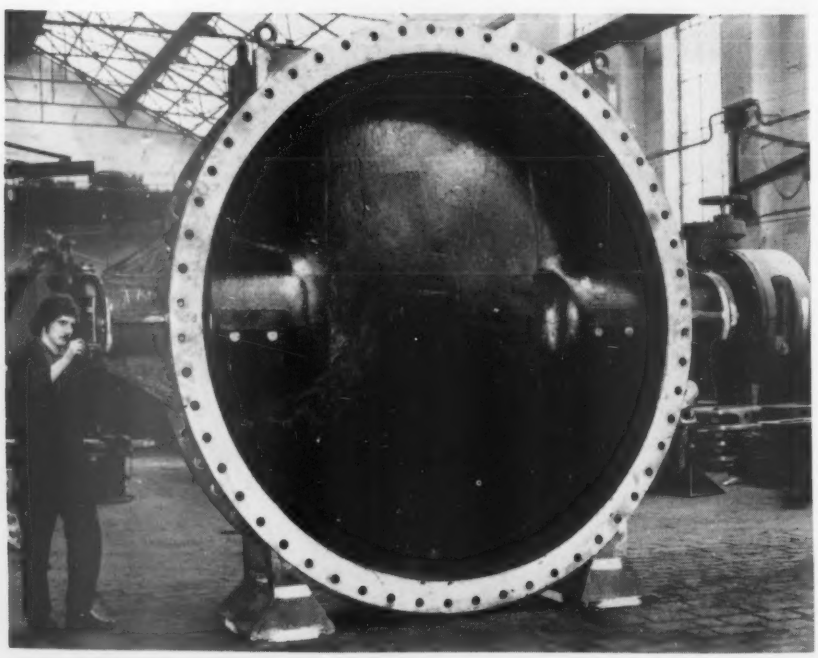
Further details including costs and an application form can be obtained from: Miss L. J. Gale, The British Educational Equipment Association, Sunley House, 10 Gunthorpe Street, London E1 7RW, tel. 01-247 9320.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably on arrival overseas. The story must, of course, reach us while it is still news. Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Butterfly valve for power station

This huge rubber-seated butterfly valve was produced in Britain by J. Blakeborough and Sons of West Yorkshire for installation in a Singapore power station. The company's services will be offered to engineers in public works departments, power stations, petrochemical and other industries in Abu Dhabi, Dubai, Doha, Kuwait and Muscat when sales manager Mr A. J. Ramsden joins the North of England Development Council trade mission to the Gulf states from 16 October to 11 November.



Disclosure of import information

Consideration is being given, under section 3 of the Finance Act 1967, to the disclosure of import information on the following goods:

SITC(R)	Description	Code no.
861.71	Medical, dental, surgical and veterinary instruments and appliances (excluding electro-medical apparatus):	
	Medical and surgical appliances	9017 1823
	Other instruments and appliances	9017 2099
899.62	Artificial limbs, eyes, teeth and other artificial parts of the body:	
	Other (than artificial teeth and dental fittings and artificial eyes)	9019 2529

The government is consulting the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX, on these proposals and the association will take into account any views received from importers by 4 November 1977.

Inquiries may be addressed to Economics and Statistics Division 5, Branch B2, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5645.

Trade and Industry

trade promotions guide

autumn edition

BOTB

A **Trade and Industry** quarterly guide October 1977

JBA

offers a complete exhibition service

James Brewster Associates (JBA) was formed some five years ago by a group of people whose experience in the exhibition business totals more than 50 years. JBA's aim was to offer a complete exhibition and conference organising and consultancy service to governments, federations, associations and other similar international bodies.

And by complete we mean organising an exhibition – promoting it, advertising it, handling everything from research right through to print production.

Our record since we inaugurated our specialist service includes the following major achievements :

- The organising of the CBI Conference train "Impact Europe"
- Our appointment as European reprsentative for Brazil's principal exhibition organising company – a company, incidentally, that operates Parque Anhembi, Latin America's largest exhibition and congress centre.
- A series of new major international exhibitions staged in Brazil.
- Assistance in the organisation, on behalf of the Brazilian Government, of Brasil Export, a 30,000 square metre exhibition that took place in Brussels ; Brazilian participation in the exhibition at the American Society of Travel Agents conference in Montreal ; a five-day seminar on Investments in Brazil held in Salzburg.
- JBA also operates on behalf of US organisers bringing solely American exhibitions and conferences to the UK, Western and Eastern European countries.
- JBA was responsible, in association with Industrial and Trade Fairs International Ltd., on behalf of HMG, for the advertising, promotion and public relations campaigns in respect of the British Industrial Exhibition recently held in Caracas, Venezuela.

Call us now for more information –
or for expert advice on any aspect of our
international exhibition service

JAMES BREWSTER ASSOCIATES LIMITED

97-99 Park Street London W1Y 4NJ Telephone : 01-408 2104 Telex : 267644 AMIJBA LDN

ENCIRCLE TI 36 ON PAGE 30 FOR FURTHER INFORMATION

trade promotions guide

A Trade and Industry quarterly guide. Published with the 14 October 1977 issue

Editorial
Trade and Industry, Room 439, 1 Victoria Street, London SW1H 0ET 01-215 5730

Advertising
Dudley Masters, 13 Great James Street, London WC1 01-242 9478

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration
page 4

Further information about individual events can be obtained from the trade association or the BOTB contact (01-248 5757) whose name and telephone extension is given against the event. The cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

2 STORE PROMOTIONS

where BOTB support is planned or under consideration
page 18

GENERAL INQUIRIES ON BOTB SUPPORT

Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU, **01-248 5757**
Overseas trade fairs ext 7051
Store promotions ext 7183
British Export Marketing Centre, Tokyo, ext 663 or 7317
Outward missions and symposia ext 306
UK trade fairs ext 7109
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, **01-248 5757**
Inward missions ext 463

3 MISSIONS

where BOTB support is planned or under consideration
page 18

Further information on individual outward missions can be obtained from the trade association or the BOTB Fairs and Promotions Branch contact named against the event. Information on inward missions can be obtained from Miss G. M. Stannard (01-248 5757 ext 463).
For outward missions the cut-off date at the end of each entry indicates the closing date for applications for BOTB support.

4 OTHER OVERSEAS FAIRS

This section covers overseas fairs not listed in section 1.
page 21

5 UK FAIRS

This section lists major fairs and exhibitions in the UK.
page 27

Cover photographed from an export display pack produced by Aldisplay Ltd, London SE1

Classification

General 4, 21, 27
Agriculture, forestry, fishing, agricultural machinery 4, 21, 27
Aircraft and aeronautical equipment 5, 21, 27
Books and periodicals 5, 22, 27
Building, public works and construction equipment 5, 22 27
Chemicals and allied industries, including plastics 5, 22, 27
Clothing 6, 22, 27
Display and shop equipment 6, 22, 27
Engineering, electrical and electronic, including radio and television 6, 22, 27
Engineering, other 7, 22, 28
Foodstuffs, food machinery, hotel and catering equipment 8, 23, 28
Footwear 8, 23, 28
Furniture, furnishings, household equipment and hardware 8, 23, 28
Gas and oil extraction and distribution including offshore activities 9, 28
Handicrafts 28
Heating and ventilating 9, 23, 29
Horticulture and horticultural equipment 9, 23, 29
Hospital, medical, surgical and dental equipment 10, 24, 29
Jewellery and giftware 10, 24, 29
Laundry and allied services 24
Leather, leather goods and fur 10, 24, 29
Motor vehicles, motor cycles and cycles 10, 24, 29
Music and musical instruments 12, 24, 29
Office machinery and equipment 12, 24, 29
Packaging machinery and materials, including containers 12, 24, 29
Photographic equipment 12, 24
Pottery and glassware 12, 24
Printing, stationery and printing machinery 12, 24, 29
Scientific instruments and nuclear equipment 12, 26, 29
Ships and boats 13, 26, 29
Sports goods and camping equipment including caravans 14, 26, 29
Textiles and textiles machinery 14, 26, 29
Toys and games 15, 26
Watches and clocks 15, 26, 30
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment 15, 26, 30
Other specialised fairs 15, 26, 30

1

OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

General fairs

1977

BUCHAREST: International Technical Exhibition and Chemistry Show (Tehnoexpo). 15-24 October 1977. The Department of Trade will organise a British Pavilion at this event. L. Devine ext. 7213. Cut off date passed.

LAGOS: 1st Lagos International Trade Fair. 27 November-11 December 1977. The Department of Trade will organise a British Pavilion at this event. J. Fowler ext. 505. Cut off date passed.

1978

FRANKFURT: International Trade Fair (Spring). 26 February-2 March 1978. Joint ventures with:
Association of Musical Instrument Industries.
Piano Manufacturers Association.
Design Council
British Ceramic Manufacturers Federation.
British Stationery and Office Products Federation.
Cutlery and Silverware Association of the United Kingdom.
British Artmetal Manufacturers Export Group.
British Jewellery and Giftware Federation.
Miss S. J. Parkes ext. 690. Cut off date passed.

HONG KONG: British Industrial Exhibition. 6-11 March 1978. All British organised by the Department of Trade. R. I. Elliott ext. 368. Cut off date passed.

CAIRO: International Fair. 11-25 March 1978. The Department of Trade will organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date passed.

LEIPZIG: International Spring Fair. 12-19 March 1978. Joint ventures with:
Birmingham Chamber of Commerce and Industry.
Scientific Instrument Manufacturers' Association.
L. Devine ext. 7213. Cut off date passed.

BUDAPEST: International Spring Fair. Spring 1978. The Department of Trade may organise a British Pavilion at this event. M. J. Dempsey ext. 7246. Cut off date 28.10.77.

HANOVER: Hanover Fair. 19-27 April 1978. Official Information Office and joint venture with:
Business Equipment Trades Association.
Lighting Industries Federation.
Electronic Components Centre.
Birmingham Engineering and Building Centre
Scientific Instruments Research Association.
British Electrical and Allied Manufacturers Association.
Birmingham Chamber of Commerce and Industry.
Mrs C. Miller ext. 7203. Cut off date passed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers Association.
Contact L. J. Nolder tel. 01-727 2614.
British Health-Care Export Council.
Contact J. Harris tel. 01-262 2641.
Gauge and Toolmakers Association.
Contact A. R. Smith tel. High Wycombe (0494) 444645.
R. King ext. 7317. Cut off date passed.

POZNAN: International Technical Goods Fair. June 1978. The Department of Trade may organise a British Pavilion at this event. M. Dempsey ext. 7246. Cut off date 28.10.77.

LISBON: International Fair (FIL). June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 23.11.77.

FRANKFURT: International Trade Fair (Autumn). August 1978. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

LEIPZIG: International Autumn Fair. 3-10 September 1978. Joint ventures with appropriate trade associations. L. Devine ext. 7213. Cut off date not yet arranged.

TEHRAN: International Trade Fair. 19 September-1 October 1978. The Department of Trade may organise a British Pavilion. J. M. Milne ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September/October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 31.3.78.

BAGHDAD: International Fair. October 1978. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

HELSINKI: International Trade Fair Consumer Goods. 3-12 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

MEXICO CITY: British Industrial Exhibition. 8-17 November 1978. All British Exhibition organised by the Department of Trade. Ms A. Woodward ext. 576. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair (Spring). February 1979. Joint ventures with appropriate trade associations. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

CAIRO: International Fair. March 1979. The Department of Trade may organise a British Pavilion. P. G. H. Robinson ext. 7314. Cut off date not yet arranged.

HANOVER: Hanover Fair. April 1979. Official Information Office and joint ventures with the appropriate trade associations. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

CASABLANCA: International Trade Fair. April/May 1979. Official Information Stand manned by the British Consulate-General, Casablanca. J. M. Milne ext. 602. Cut off date not applicable.

LISBON: International Fair (FIL). June 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

TEHRAN: International Trade Fair. September 1979. The Department of Trade may organise a British Pavilion. J. M. Milne ext. 602. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September/October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Agriculture, forestry, fishing and agricultural machinery

1977

SEATTLE: Commercial Fishing Exhibition. 14-17 October 1977. Joint venture with Westminster Chamber of Commerce. Miss K. M. Thorogood ext. 7094. Cut off date passed.

1978

TORONTO: Canada Farm Show. 31 January-3 February 1978. Joint venture with the Agricultural Engineers Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

PARIS: 49th International Agricultural Machinery Exhibition (SIMA). 5-12 March 1978. Joint venture with Agricultural Engineers Association. Miss H. Goldberg ext. 7205. Cut off date passed.

PARIS: International Agricultural Exhibition. March 1978. Joint venture with British Agricultural Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

VERONA: International Agricultural Fair. 12-19 March 1978. Trade Information Stand manned by Potato Marketing Board. P. Crowe ext. 325. Cut off date passed.

REGGIO EMILIA: Pig Fair. 28 April-1 May 1978. Joint venture with National Pig Breeders Association. P. Crowe ext. 325. Cut off date 31.1.78.

FRANKFURT: International Agricultural Exhibition (DLG). 28 April-4 May 1978. Joint ventures with:
Agricultural Engineers Association.
British Agricultural Export Council.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

MOSCOW: Selkhoztechnika: Exhibition of Agricultural, Land Reclamation, Irrigation, Horticultural and Soil Protection Equipment. 31 August-14 September 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September/October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

BOSTON: Commercial Fishing Exhibition. October/November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date 31.5.78.

1979

HARRISBURG: Pennsylvania Farm Show. January 1979. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date July 1978.

TULARE: California. Farm Equipment Show. February 1979. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date July 1977.

TORONTO: Canada Farm Show. February 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date August 1978.

PARIS: 50th International Agricultural Machinery Exhibition (SIMA). March 1979. Joint venture with appropriate trade association. Miss H. Goldberg. Cut off date 29.9.78.

VERONA: International Agricultural Fair. March 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

PARIS: International Agricultural Exhibition. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.8.78.

ZARAGOZA: International Agricultural Machinery Fair. April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7097. Cut off date not yet arranged.

FOGGIA: Agricultural Fair. April/May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

REGGIO EMILIA: Pig Fair. April/May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). May 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

HANOVER: International Exhibition of Poultry and Pig Production. June 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

NAIROBI: Nairobi International Show. September/October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Aircraft and aeronautical equipment

1978

HANOVER: International Air Show. 24 April-4 May 1978. Joint venture with Society of British Aerospace Companies. B. Doyle ext. 7045. Cut off date 22.10.77.

TOKYO: British Export Marketing Centre Aerospace Equipment Exhibition. 16-20 May 1978. Sponsored by Society of British Aerospace Companies. Contact F. Kidson tel. 01-839 3231. R. I. Elliott ext 360. Cut off date passed.

BOTB contact

01-248 5757

Name and telephone extension given against each event.

JOHANNESBURG: International Building Exhibition. 9-17 August 1978. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

1979

PARIS: 33rd International Aeronautics and Space Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Books and periodicals

1977

FRANKFURT: International Book Fair. 12-17 October 1977. Joint venture with the Book Development Council. Miss H. A. V. Smith ext. 7201. Cut off date passed.

1978

CAIRO: International Book Fair. 26 January-6 February 1978. Joint venture with Book Development Council. P. G. H. Robinson ext. 7314. Cut off date 2.12.77.

BRUSSELS: International Book Fair. March 1978. Joint venture with appropriate trade association. L. A. Cape ext. 7211. Cut off date 1.11.77.

BOLOGNA: International Book Fair for Children and Youth. 1-4 April 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.77.

ATLANTA: Annual Convention and Exhibition of the American Booksellers Association. 28-31 May 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

KANSAS CITY: Special Libraries Association Congress. 10-14 June 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

1979

BRUSSELS: International Book Fair. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.10.78.

BOLOGNA: International Book Fair for Children and Youth. April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 1.11.78.

USA: Annual Convention and Exhibition of the American Booksellers Association. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

HAWAII: Special Libraries Association Congress. June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Building, public works and construction equipment

1977

PARIS: International Building Exhibition (Batimat). 24 November-4 December 1977. Joint venture with: Building Materials Export Group. British Carpets Manufacturers Association. Miss L. A. Cape ext. 7211. Cut off date passed.

TOKYO: British Export Marketing Centre – Building Materials Exhibition. 29 November-3 December 1977. Sponsored by the Building Centre Group. Contact D. Clayton tel. 01-637 1022. R. I. Elliott ext. 360. Cut off date passed.

1978

TORONTO: Construction Show. 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

PHOENIX, ARIZONA: The World of Concrete Exposition. 7-14 January 1978. Joint venture with the Concrete Society. Miss M. Thorogood ext. 7034. Cut off date passed.

HANOVER: International Builders Supplies Exhibition (Constructa). 15-22 February 1978. Joint venture with the Building Materials Export Group. B. Doyle ext. 7045. Cut off date passed.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw) 17-26 February 1978 and European Heating, Air Conditioning and Ventilating Exhibition (Euroclima) 15-19 February 1978. Joint venture with the Building Materials Export Group. Miss H. Goldberg ext. 7205. Cut off date passed.

SINGAPORE: International Building Exhibition. 15-18 March 1978. Joint venture with Building Centre Group. P. A. Greig ext. 7099. Cut off date passed.

HELSINKI: International Building Fair (Finnbuild 78). 11-16 April 1978. Joint venture with Building Materials Export Group. T. G. Webb ext. 7207. Cut off date 17.11.77.

TEHRAN: International Construction Fair. 29 April-2 May 1978. Joint venture with appropriate trade association. J. M. Milne ext. 602. Cut off date passed.

PARIS: 11th International Public Works and Building Equipment Exhibition (Expomat). 19-27 May 1978. Joint venture with Federation of Manufacturers of Construction Equipment and Cranes. Miss H. Goldberg ext. 7205. Cut off date passed.

1979

DALLAS: National Association of Home Builders Exposition. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

COPENHAGEN: The Scandinavian Building Exhibition (Building for Billions). 24 February-4 March 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

BRUSSELS: International Building Materials and Accessories Exhibition (Batibouw). February 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

MADRID: International Building and Construction Exhibition (FICOP). April/May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Chemicals and allied industries, including plastics

1978

MUNICH: International Trade Exhibition and Congress for Bio Chemical Analysis (Analytica). 18-22 April 1978. Joint venture with Scientific Instrument Manufacturers' Association. Miss S. J. Parkes ext. 690. Cut off date passed.

TORONTO: Plastics Show of Canada. 8-12 May 1978. Joint venture with British Plastics Federation. Miss F. J. Cooleen ext. 7079. Cut off date 9.11.77.

PARIS: International Plastics and Rubber Exhibition (Europlastique). 13-21 June 1978. Joint venture with British Plastics Federation. Miss H. Goldberg ext. 7205. Cut off date passed.

DRESDEN, German Democratic Republic: Federation of European Biochemists Society (FEBS '78). 2-8 July 1978. Joint venture with the British Laboratory Ware Association. L. Devine ext. 7213. Cut off date passed.

GOTHENBURG: International Chemical Trade Fair (KEMI '78). 7-10 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

BARCELONA: International Chemical Exhibition (Expoquima)i. 2-30 November 1978. Joint venture with British Laboratory Ware Association. Miss L. M. O'Brien ext. 7092. Cut off date 30.10.77.

TOKYO: International Plastics Fair. November 1978. Joint venture with appropriate trade association. R. King ext. 7317. Cut off date not yet arranged.

1979

SINGAPORE: Asian International Chemical and Process Engineering and Contracting Show (CHEM ASIA). 16-19 January 1979. The Department of Trade will organise a British Pavilion at this event. P. A. Greig ext. 7099. Cut off date 12.12.77.

HOUSTON: Aiche Petrochemical and Refining Exhibition. March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

CHICAGO: National Plastics Exposition. 18-23 June 1979. Joint venture with appropriate trade association. (Miss F. J. Cooleen ext. 7097. Cut off date June 1978.

DUSSELDORF: International Fair for the Plastics Industry (Kunststoffe). 10-17 October 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

SPONSORING A JOINT VENTURE?

For all your members travel and hotel requirements consult the experts

Barry Martin Travel Limited

our services include:

- ★ Savings of up to 30%.
- ★ Block bookings of hotels.
- ★ On Site Service of **B.M.T.** British Representative.
- ★ All tours adhere to Department of Trade **'Fringe Benefit'** regulations.
- ★ Catering services at major trade fairs.
- ★ Comprehensive visa service.

FOR FULL DETAILS contact:

Len Keary
on Tel. 01-636 4563

or write to:

**SPECIAL EVENTS DIVISION,
SUITE 309/310,
ALBANY HOUSE,
324 REGENT STREET,
LONDON, W1R 5AA.
(Telex 24815. BMTTRAVL LDN)**

In 1976 the cities covered by our arrangements included:—

ALGIERS / AMSTERDAM / BRNO / BRATISLAVA
BUCHAREST / BUDAPEST / CANNES / COLOGNE
COPENHAGEN / DUSSELDORF / FRANKFURT
HELSINKI / LEIPZIG / MOSCOW / MUNICH
NEW YORK / PLOVDIV / POZNAN / PRAGUE
PLZEN / SYDNEY / TEHRAN / TOKYO / WARSAW
ZAGREB.

BMT

ENCIRCLE TI 45 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

Clothing

1977

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 22-26 October 1977. Joint venture with Clothing Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). 23-26 October 1977. Joint venture with the Leather Institute. J. E. Henderson ext. 318. Cut off date passed.

DUSSELDORF: International Fashion Trade Fair (IGEDO). 23-27 October 1977. Joint venture with Clothing Export Council. Mrs C. Miller ext. 7203. Cut off date passed.

1978

NEW YORK: International Ready-to-Wear Men's, Boys' and Accessories Show. 8-11 January 1978. Joint venture with Clothing Export Council. J. E. Henderson ext. 318. Cut off date 25.11.77.

PARIS: Children's Fashionwear Exhibition. 3-7 February 1978. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date passed.

PARIS: Knitting Industries Exhibition. 3-7 February 1978. Joint venture with British Knitting Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

PARIS: European Menswear Exhibition (SEHM) 4-7 February 1978. Joint venture with:
Clothing Export Council.
British Menswear Guild.
Miss L. A. Cape ext. 7211. Cut off date passed.

NEW YORK: European Fashion Fair. 26 February-1 March 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: 25th Scandinavian Fashion Week. 16-19 March 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready to Wear Clothing (Pret-a-Porter). 8-12 April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 9.1.78.

DUSSELDORF: International Fashion Fair (IGEDO). April 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

COLOGNE: International Men's Fashion Week. August 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). 11-14 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COPENHAGEN: 26th Scandinavian Fashion Week. 14-17 September 1978. Joint venture with appropriate trade association. T. C. Webb ext. 7207. Cut off date not yet arranged.

AMSTERDAM: Men's Fashion Fair (Heren Modebeurs). Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. September 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: European Menswear Exhibition (Autumn Session) (SEHM). September 1978. Joint venture with Clothing Export Council. Miss L. A. Cape ext. 7211. Cut off date 1.4.78.

PARIS: Children's Fashionwear Exhibition. September 1978. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date 1.4.78.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COLOGNE: International Fair for the Child. October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.4.78.

ZURICH: International Fashion Fair (Modexpo). October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). October 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

1979

PARIS: Children's Fashion Wear Exhibition. February 1979. Joint venture with National Children's Wear Association. Miss L. A. Cape ext. 7211. Cut off date 28.4.78.

PARIS: Knitting Industries Exhibition. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.78.

PARIS: European Menswear Exhibition (SEHM) Spring Session. February 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

COPENHAGEN: 27th Scandinavian Fashion Week. 15-18 March 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. March 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Exhibition of Women's Ready-to-Wear Clothing (Pret a Porter). March 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (IGEDO). April 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

ZURICH: International Fashion Show (Modexpo). April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

DUSSELDORF: International Fashion Trade Fair (Igedo Dessous). September 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

NEW YORK: European Fashion Fair. September 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

NEW YORK: National Outerwear and Sportswear Association Supplies Exhibition (NOSA). October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

ZURICH: International Fashion Show (Modexpo). October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Display and shop equipment

1978

DUSSELDORF: 5th European Fair Modern Shopfitting and Display with Congress (Euroshop). 7-11 April 1978. Joint venture with Shop and Display Equipment Association. T. G. Webb ext. 7203. Cut off date passed.

Engineering, electrical and electronic, including radio and television

1977

TOKYO: British Export Marketing Centre 2nd Electro-Optics and Laser Equipment Exhibition. 8-12 November 1977. Sponsored by SIRA Institute. Contact W. A. Seatherton tel. 01-467 2636. R. I. Elliott ext. 360. Cut off date passed.

TOKYO: British Export Marketing Centre Sira Institute Seminar (Concurrent with 2nd Electro-Optics and Laser Equipment Exhibition). 8-12 November 1977. R. I. Elliott ext. 360. Cut off date passed.

VIENNA: (Internepcon/Vienna '77). 9-12 November 1977. Joint venture with Westminster Chamber of Commerce. P. Crowe ext. 325. Cut off date passed.

MUNICH: Exhibition and Congress for Electronics Production (Productronica). 22-26 November 1977. Joint venture with SIRA Institute Ltd. Miss S. J. Parkes ext. 690. Cut off date passed.

1978

PARIS: 13th International Lighting Exhibition. 12-17 January 1978. Joint venture with Decorative Lighting Association. Miss H. Goldberg ext. 7205. Cut off date passed.

TOKYO: (Internepcon). 25-28 January 1978. Joint venture with Westminster Chamber of Commerce. R. King ext. 7317. Cut off date passed.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition. 28 February-2 March 1978. Joint venture with Westminster Chamber of Commerce. Miss F. J. Cooleen ext. 7097. Cut off date passed.

HAMBURG: Audio Engineering Society Exhibition and Convention (AES). 28 February-3 March 1978. Joint venture with the Association of Professional Recording Studios. Miss H. A. V. Smith ext. 7201. Cut off date passed.

PARIS: (Festival Du Son) Audio Exhibition. March 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

LAS VEGAS: National Association of Broadcasters Convention and Exhibition. 9-12 April 1978. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date 13.1.78.

CANNES: International Television Programme Market (MIP-TV). 21-27 April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.1.78.

STOCKHOLM: International Instruments and Measurements Techniques Trade Fair (IM). 24-28 April 1978. Joint venture with Sira Institute Ltd. T. G. Webb ext. 7207. Cut off date passed.

PARIS: Exhibition of Electronic Components. April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.11.77.

CHICAGO: Summer Consumer Electronics Show. 10-13 June 1978. Joint venture with Federation of British Audio. M. P. Marshall ext. 7242. Cut off date 16.11.77.

BRUSSELS: Computer Peripheral, Small Computer and Systems Exhibition (Compec). 9-11 May 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date 25.11.77.

BOSTON: Institute of Electrical and Electronic Engineering (Electro). 23-25 May 1978. Joint venture with Electronic Engineering Association. Miss F. J. Cooleen ext. 7097. Cut off date 17.12.77.

ANAHEIM: National Computer Conference. 5-8 June 1978. Joint venture with Business Equipment Trade Association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

NEW YORK: Electronic Packaging and Production Show (Nepcon East). 13-15 June 1978. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date 13.1.78.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with appropriate trade associations. S. J. Seam ext. 571. Cut off date not yet arranged.

DUSSELDORF: Fourth International Hi-Fi Exhibition. 18-24 September 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

LOS ANGELES: Western Electronic Show and Convention (Wescon). September 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1978.

MUNICH: International Trade Fair for Production in the Electronic Industry (Electronica). 9-15 November 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

1979

PARIS: 14th International Lighting Exhibition. January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.6.78.

DALLAS: National Association of Broadcasters' Convention and Exhibition (NAB '79). 25-28 March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date December 1978.

BILBAO: International Electronic, Automation and Electrical Industry Technical Exhibition. March 1979.

Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7052. Cut off date not yet arranged.

PARIS: Festival Du Son. March 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.7.78.

ANAHEIM: National Electronic Packaging and Production Conference and Exhibition (Nepcon West). March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date September 1978.

NEW YORK: Institute of Electrical and Electronic Engineering (Electro '79). March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

CANNES: International Television Programme Market (MIP-TV). April 1979 Joint venture with the appropriate trade association. Miss H. Goldberg. Cut off date not yet arranged.

PARIS: Exhibition of Electronic Components. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DALLAS: International Telecommunications Exposition (Intercom '79). October 1979. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date April 1979.

CHICAGO: Consumer Electronics Show. June 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

MONTREUX: International Television Equipment Exhibition. June 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

USA: National Computer Conference. June 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

SAN FRANCISCO: Western Electronics Show (Wescon). September 1979. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date April 1979.

BASLE: International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec). September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

USA: Nepcon East. June 1979. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date January 1979.

ZURICH: Semi-Conductor Equipment and Material Convention (Semicon-Europa). October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Engineering, other

1977

CHICAGO: Triple Engineering Show. 25-27 October 1977. Joint venture with:
Association of Hydraulic Equipment Manufacturers.
British Compressed Air Society.
Miss M. Thorogood ext. 7094. Cut off date passed.

SINGAPORE: South-East Asian Production Machinery and Industrial Development Show (Machine Asia). 7-11 November 1977. Department of trade will organise a British Pavilion. P. A. Greig ext. 7183. Cut off date passed.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). 14-19 November 1977. Joint venture with the Gauge and Tool Makers' Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

JOHANNESBURG: Machine Tools '78. 13-18 February 1978. Joint ventures with:
Machine Tool Trades Association.
Engineering Industries Association.
S. J. Seaman ext. 571. Cut off date passed.

LOS ANGELES: Western Metal and Tool Exhibition. 20-23 March 1978. Joint venture with Machine Tool Trades Association. Miss M. Thorogood ext. 7094. Cut off date passed.

CHICAGO: Design Engineering Show and Conference. 17-20 April 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

CHICAGO: Plant Engineering and Maintenance Show. 17-20 April 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7094. Cut off date passed.

GOTHENBURG: Machine Tools Exhibition (ISM '78). 20-25 April 1978. Joint venture with the Machine Tools Trades Association. T. G. Webb ext. 7207). Cut off date passed.

BRUSSELS: International Industrial Equipment Exhibition. 28 May-1 June 1978. Joint venture with Birmingham Chamber of Industry and Commerce. Miss H. Goldberg ext. 7205. Cut off date 25.10.77.

MONTREAL: Canadian Plant Engineering and Industrial Equipment Show. 30 May-2 June 1978. Joint venture with Birmingham Engineering and Building Centre. Miss M. Thorogood ext. 7094. Cut off date passed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers' Association. L. J. Nolder, 727 2614.
British Health-Care Export Council. J. Harris, 01-262 2641.
Gauge and Toolmakers' Association. A. R. Smith, High Wycombe (0494) 444645.
Cut off date passed.

BASLE: International Wire Exhibition. 20-24 June 1978. Joint venture with International Wire and Machinery Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

MILAN: International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (FLUID). June 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

CHICAGO: International Machine Tool Show. 6-15 September 1978. Joint venture with Machine Tool Trades Association. Miss M. Thorogood ext. 7094. Cut off date 22.11.77.

JOHANNESBURG: Electra and Mining Exhibition. 11-15 September 1978. Joint venture with appropriate trade associations. S. J. Seaman ext. 571. Cut off date not yet arranged.

HELSINKI: International Technical Fair (Machine Tools and Tools). 12-16 September 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine Equipment Council Miss H. A. V. Smith ext. 7201. Cut off date 28.10.77.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC). 27 September-1 October 1978. Joint venture with Sira Institute. Miss L. M. O'Brien ext. 7092. Cut off date passed.

STOCKHOLM: International Technical Fair. 12-18 October 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board's Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1976, the British Overseas Trade Board supported some 7,300 firms exhibiting at 352 trade fairs in 50 countries, and 27 store promotions. In 1976, 236 outward missions were supported and some 2,900 firms were helped in that way.

Joint ventures

Under its joint venture scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq m of space and shell stand occupied. FOR JOINT VENTURES TAKING PLACE AFTER 1 APRIL 1978, THE CHARGE WILL BE £15 PER SQ. METRE. A discount of 50 per cent on these new rates will be available to firms for their first two participations at a particular joint venture.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside western Europe, are also eligible for assistance similar to that given under the joint venture scheme towards the costs of representatives' travel and of returning unsold exhibits.

Symposia

In certain circumstances British firms taking part in symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in western Europe, the BOTB provides an official information stand staffed by diplomatic service commercial officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 15)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

Store promotions

Promotions of British goods involving a substantial volume of new buying are put on by overseas department stores. The BOTB assists the store by providing an agreed contribution towards the store's promotional expenses.

Outward missions

Trade missions to overseas markets are sponsored by a trade association, chamber of commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved outward missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

JOHANNESBURG: Materials Handling and Physical Distribution Exhibition. 16-20 October 1978. Joint venture with appropriate trade association. S. J. Seaman ext. 571. Cut off date not yet arranged.

OSAKA: 9th Japan International Machine Tool Fair (Jimtoff). 27 October-7 November 1978. Joint venture with Gauge and Toolmakers Manufacturers Association. Contact T. E. Williams, High Wycombe (0494) 444645. R. I. Elliott ext. 360. Cut off date passed.

PHILADELPHIA: Triple Engineering Show. 7-9 November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date May 1973.

GOTHENBURG: Hydraulics, Pneumatics, and Automation Trade Fair (Scanautomatic). 28 November-2 December 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

PARIS: 17th International Mechanical Handling Exhibition (Manutention). 5-13 December 1978. Joint venture with appropriate trade association. Miss H. Goldberg. Cut off date 1.3.78.

1979

SAN DIEGO: Gas Turbine Conference and Products Show. March 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

LOS ANGELES: Western Metal and Tool Exposition (Westec). March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: Plant Engineering and Maintenance Show (PEMEC). May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

HANOVER: International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA). May 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

TORONTO: National Industrial Production Show. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

USA: Design Engineering Show. May 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUSSELDORF: International Foundry Trade Fair (GIFA). 9-15 June 1979. Joint venture with appropriate trade association. Mrs. C. Miller ext. 7203. Cut off date not yet arranged.

FRANKFURT: Chemical Engineering, Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant Association.
Scientific Instrument Manufacturers' Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

PARIS: 7th International Hydraulics and Compressed Air Exhibition (Mecanelem). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg. Cut off date not yet arranged.

DUSSELDORF: 3rd International Trade Exhibition for Industrial Furnaces and Thermic Production Presses (Thermoprocess '79). 9-22 June 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

ZURICH: 9th International Hydraulics and pneumatic Exhibition. 29 October-3 November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). November 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

UTRECHT: International Mechanical Handling Exhibition (INVIA). November 1979. Joint venture with appropriate trade association. P. Crowe ext. 690. Cut off date not yet arranged.

Foodstuffs, food machinery, hotel and catering equipment

1977

DUBLIN: International Food and Drink Exhibition. 16-20 October 1977. Joint venture with British Food Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

PARIS: International Hotel and Catering Equipment (Equiphotel). 16-24 October 1977. Joint venture with London Chamber of Commerce. Miss L. A. Cape ext. 7211. Cut off date passed.

BASLE: International Hotel and Catering Exhibition (IGEHO). 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

AMSTERDAM: International Hotel, Cafe and Restaurant Exhibition (Horecava). 9-12 January 1978. Joint venture with the London Chamber of Commerce and Industry. Miss L. M. O'Brien ext. 7092. Cut off date passed.

COLOGNE: International Sweets and Biscuits Fair (ISM). 30 January-3 February 1978. Joint venture with British Food Export Council. B. Doyle ext. 7045. Cut off date passed.

UTRECHT: International Food Fair (ROKA). 13-17 February 1978. Joint venture with British Food Export Council. P. Crowe ext. 325. Cut off date passed.

BRNO: International Food Salon (Salima '78). February 1978. Joint venture with appropriate trade associations. M. Dempsey ext. 7246. Cut off date not yet arranged.

TOKYO: International Hotel and Restuarant Show and Food Exhibition (Hotress and Foodex). 13-17 March 1978. Joint venture with British Food Export Council. R. King ext. 7317. Cut off date 30.11.77.

SINGAPORE: Food and Catering Exhibition. 26-29 April 1978. Joint venture with London Chamber of Commerce. P. A. Greig ext. 7099. Cut off date passed.

SYDNEY: International Catering Trade Fair. 7-11 May 1978. Joint venture with London Chamber of Commerce. Mrs. W. M. MacIver ext. 7099. Cut off date 6.12.77.

BOLOGNA: International Foodstuffs Exhibition (SIA). May/June 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.77.

NEW YORK: National Fancy Food and Confection Show. June 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MOSCOW: Equipment and Machinery for Food Industry, Trade and Public Catering Establishments. 4-17 July 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

GOTHENBURG: Hotel and Restaurant Exhibition (Interfood – Interrest '78). 10-13 October 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

PARIS: International Hotel and Catering Equipment (Equiphotel). October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.5.78.

DUSSELDORF: International Hotel and Restaurant Trade Fair (HOGATEC '78). 11-15 November 1978. Joint venture with appropriate trade association. Mrs. C. Miller. Cut off date not yet arranged.

PARIS: International Food Exhibition (SIAL). November 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 25.1.78.

BARCELONA: Hotel Management Maintenanec Equipment and Gastronomy Exhibition (Hogarotel). November/December 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

1979

COLOGNE: International Sweets and Biscuits Fair (ISM). February 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.9.78.

COPENHAGEN: International Food Fair. April 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

BOLOGNA: International Foodstuffs Exhibition (SIA). May/June 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 14.12.78.

CHICAGO: National Fancy Food and Confection Show. June 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

DUBLIN: International Food and Drink Exhibition. October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Footwear

1977

ATLANTIC CITY: Footwear Manufacturing Conference. 29 October-1 November 1977. Joint venture with Shoe and Allied Trades Research Association. Miss M. Thorogood ext. 7094. Cut off date passed.

1978

NEW YORK: National Shoe Fair. 11-14 February 1978. Joint venture with British Footwear Manufacturers Federation. J. E. Henderson ext. 318. Cut off date 24.10.77.

BOLOGNA: International Shoe and Leather Fair. 4-8 March 1978. Joint venture with British Footwear Manufacturers' Federation. P. Crowe ext. 325. Cut off date passed.

DUSSELDORF: European Samples Display (GDS). March 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

DUSSELDORF: European Footwear Samples Display (GDS). September 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

MILAN: International Footwear Show (MICAM). September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

1979

NEW YORK: National Shoe Fair. February 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PIRMASENS: International Fair for Footwear Manufacture (IMS). May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

MILAN: International Footwear Show (MICAM). September 1979. Joint venture with appropriate association. P. Crowe ext. 325. Cut off date not yet arranged.

Furniture, furnishings, household equipment and hardware

1977

HIGH POINT, NORTH CAROLINA: High Point Southern Furniture Exhibition. 20-28 October 1977. Joint venture with British Furniture Manufacturers' Federated Association. J. E. Henderson ext. 318. Cut off date passed.

TORONTO: National Interior Design Show. 8-10 November 1977. Joint venture with:
British Carpet Manufacturers' Association.
Contract Furnishing Association.
Miss L. E. Novell ext. 7204. Cut off date passed.

BRUSSELS: International Furniture Show. 10-14 November 1977. Joint venture with British Furniture Manufacturers' Federated Association. L. A. Cape ext. 7211. Cut off date passed.

BASLE: International Hotel and Catering Exhibition (IGEHO). 17-23 November 1977. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

1978

CHICAGO: National Floorcovering Mart. 8-13 January 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 11-15 January 1978. Joint venture with:
National Wool Textile Export Corporation. Cut off date passed.
British Carpet Manufacturers' Association. Cut off date not yet arranged.
Irish Linen Guild. Cut off date passed.
Miss H. A. V. Smith ext. 7201.

COLOGNE: International Furniture Fair. 17-22 January 1978. Joint venture with British Furniture Manufacturers' Federated Association. B. Doyle ext. 7045. Cut off date passed.

DALLAS: National Home Centre/Home Improvement Congress and Exposition. 5-8 February 1978. Joint venture with Building Centre Group. Miss L. E. Novell ext. 7204. Cut off date passed.

COLOGNE: International Trade Fair for large Household Apparatus and Electrical Appliances (Domotechnica). 15-18 February 1978. Joint venture with:
Association of Manufacturers of Domestic Appliances.
Birmingham Engineering and Building Centre.
B Doyle ext. 7045. Cut off date passed.

COLOGNE: International Houseware Fair. 16-19 February 1978. Joint ventures with Hardware Manufacturers' Association. B. Doyle ext. 7045. Cut off date passed.

COLOGNE: International Hardware Fair. 19-21 February 1978. Joint venture with:
Federation of British Handtool Manufacturers.
Hardware Manufacturers' Association.
B. Doyle ext. 7045. Cut off date passed.

TORONTO: Canadian Hardware Show. 12-15 February 1978. Joint venture with Gardenex. Miss L. E. Novell ext. 7204. Cut off date passed.

TOKYO: British Export Marketing Centre – Carpet Exhibition. 14-18 March 1978. Sponsored by British Carpets Export Association. Contact G. H. Davidson tel. 01-830 2145. R. I. Elliott ext. 360. Cut off date passed.

HIGH POINT — NORTH CAROLINA: Southern Furniture Exhibition. 13-21 April 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. 3-7 May 1978. Joint venture with British Furniture Manufacturers Federated Associations. T. G. Webb ext. 7207. Cut off date passed.

MILAN: Carpets and Furnishing Textile Fair (STAR). 19-23 May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 30.11.77.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). 14-16 June 1978. Joint venture with British Carpets Export Promotion Council. J. E. Henderson ext. 318. Cut off date passed.

PARIS: 12th International Carpet and Floor Covering Exhibition. 15-19 June 1978. Joint venture with British Carpet Manufacturers Association. Miss H. Goldberg ext. 7205. Cut off date 1.10.77.

CHICAGO: National Hardware Show. August 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

MILAN: International Furniture Fair. 22-27 September 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date 2.1.78.

HIGH POINT – NORTH CAROLINA: High Point Southern Furniture Exhibition. 19-27 October 1978. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

BRUSSELS: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). 7-10 October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 21.1.78.

PARIS: 7th International Hardware Trade Show (Quojem). 24-27 October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.3.78.

TORONTO: International Interior Design Show. November 1978. Joint venture with appropriate trade association. Miss L. E Novell ext. 7204. Cut off date not yet arranged.

BRUSSELS: International Furniture Show. November 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 1.4.78.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: 10th International Furniture Exhibition. January 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.3.78.

CHICAGO: National Floorcoverings Mart. January 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COLOGNE: International Hardware Fair. February 1979. Joint venture with appropriate trade associations. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Houseware Fair. February 1979. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

COLOGNE: International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica). February 1979. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.9.78.

CHICAGO: National Home Centre – Home Improvement Congress and Exposition. 11-14 March 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

DUBLIN: Irish Hardware and Housewares Trade Fair. March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7097. Cut off date not yet arranged.

HIGH POINT – NORTH CAROLINA: High Point Southern Furniture Exhibition. April 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

COPENHAGEN: Scandinavian Furniture Fair. May 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

MILAN: Carpets and Furnishing Textile Fair. May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

CHICAGO: National Exposition of Contract Interior Furnishings (Neocon). June 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

PARIS: International Carpet and Floor Exhibition. June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

CHICAGO: National Hardware Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

HIGH POINT – NORTH CAROLINA: High Point Southern Furniture Exhibition. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

LYONS: International Furniture Exhibition (Meuropam). October 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

VALENCIA: International Furniture Fair. October 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

TORONTO: International Interior Design Show. November 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Gas and oil extraction and distribution including offshore activities

1978

SINGAPORE: Offshore Oil Exhibition and Technical Conference. 21-24 February 1978. Joint venture with CBMPE. P. A. Greig ext. 7099. Cut off date passed.

HOUSTON: 6th International Pipeline Convention (Interpipe '78). 21-23 March 1978. Joint venture with CBMPE. Miss F. J. Cooleen ext. 7097. Cut off date passed.

SAO PAULO: International Energy Exhibition (Energy '78). 10-16 April 1978. Joint venture with CBMPE. Ms A. V. Woodward ext. 576. Cut off date 30.11.77.

HOUSTON: 10th Annual Offshore Technology Conference. 8-11 May 1978. Joint venture with Association of British Oceanic Industries. Miss F. J. Cooleen ext. 7097. Cut off date 14.10.77.

AMSTERDAM: European Exhibition for Petroleum Technology (Petrotech). 23-26 May 1978. Joint venture with CBMPE. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

- FRENCH
- GERMAN
- SPANISH
- ITALIAN
- PORTUGUESE
- JAPANESE
- GREEK
- ARABIC
- RUSSIAN
- DUTCH
- SWEDISH
- FINNISH

etc., etc.

ALL LANGUAGES TRANSLATED

CEDAR TRANSLATION AGENCY

52 SHAFTESBURY AVENUE, LONDON, W.1 Tel: 01-734 8862

Birmingham Office: TEMPLE HOUSE, 43-48 NEW STREET, BIRMINGHAM B2 4LH Tel: 021-643 4577

Manchester Office: 39 GEORGE STREET, MANCHESTER M1 4HQ Tel: 061-236 2321

Head Office: 27 MONTAYNE ROAD, WALTHAM CROSS, HERTS Tel: Waltham Cross (0992) 39822 and 25541

TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

ENCIRCLE TI 37 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

CALGARY: National Petroleum Show. 13-15 June 1978. Joint venture with CBMPE. Miss F. J. Cooleen ext. 7097. Cut off date 11.11.77.

RIO de JANEIRO: Offshore Brazil International Exhibition. 27-30 June 1978. Joint venture with Association of British Oceanic Industries. Ms A. V. Woodward ext. 576. Cut off date passed.

STAVANGER: 'Offshore North Sea' Oil and Gas Exploitation Exhibition. 5-8 September 1978. Joint venture with Association of British Oceanic Industries. T. G. Webb ext. 7207. Cut off date passed.

BAKU: Exhibition of Equipment for the Oil and Gas Industries. 19-28 September 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

MONTE CARLO: International LNG and LPG Technology Exhibition and Conference. (Gas-Tech). 7-11 November 1978. Miss H. Goldberg ext. 7205. Cut off date 28.10.77.

1979

HOUSTON: Aiche Petrochemical and Refining Exhibition. April 1979. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date April 1978.

HOUSTON: 11th Annual Offshore Technology Conference. May 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

TULSA: International Petroleum Exposition. May 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

Heating and ventilating

1979

PHILADELPHIA: International Air Conditioning, Heating, Refrigerating Exposition. February 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

FRANKFURT: 10th International Sanitation, Heating, and Air Conditioning Exhibition (ISH). March 1979. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

PARIS: 6th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima). June 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Horticulture and horticultural equipment

1978

COLOGNE: International Garden Trade Fair. September 1978. Joint venture with appropriate trade association. B. G. Doyle ext. 7045. Cut off date not yet arranged.

PARIS: 7th International Hardware Trade Show (Quojem). October 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.3.78.

Hospital, medical, surgical and dental equipment

1977

NEW ORLEANS: American Society of Anaesthesiologists. 17-19 October 1977. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

MADRID: Medical, Instrumentation and Technical Exhibition (Expomedica – Instrumentalia). 19-26 October 1977. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

NEW ORLEANS: American Association for Respiratory Therapy Exhibition. 12-15 November 1977. Joint venture with British Health-Care Export Council. Miss M. Thorogood ext. 7094. Cut off date passed.

DUBAI: Middle East Health Exhibition (Intermedex '77). 26-30 November 1977. British Group with British Health-Care Export Council. P. G. H. Robinson ext. 7314. Cut off date passed.

1978

PARIS: Public Hospitals Exhibition. 12-18 January 1978. Joint venture with British Health-Care Export Council. Miss L. A. Cape ext. 7211. Cut off date passed.

NEW ORLEANS: 25th Congress of the Association of Operating Nurses. 12-17 March 1978. Joint venture with British Health-Care Export Council. Miss K. M. Thorogood ext. 7094. Cut off date passed.

MALMO: International Medical Care Exhibition. 4-7 April 1978. Joint venture with British Health-Care Export Council. T. G. Webb ext. 7207. Cut off date 14.10.77.

POZNAN: International Trade Fair for Medical Equipment (Salmed). 16-21 April 1978. Joint venture with British Health-Care Export Council. M. Dempsey ext. 7246. Cut off date passed.

STUTTGART: Trade Fair for Opticians (Optica). 29 April-3 May 1978. Joint venture with London Chamber of Commerce. Miss S. J. Parkes ext. 690. Cut off date passed.

KYOTO: 23rd International Congress of Ophthalmology. 13-18 May 1978. Joint venture with the Guild of British Dispensing Opticians. R. King ext. 7317. Cut off date passed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers' Association. L. J. Nolder, 727 2614.
British Health-Care Export Council. J. Harris, 01-262 2641.
Gauge and Toolmakers' Association. A. R. Smith, High Wycombe (0494) 444645.
R. King ext. 7317. Cut off date passed.

TEHRAN: International Medical Fair (Iranmed). 10-17 June 1978. Joint venture with British Health-Care Export Council. J. M. Milne ext. 602. Cut off date 28.10.77.

MELBOURNE: Hospmedex '78. 14-19 September 1978. Joint venture with British Health-Care Export Council. Mrs W. M. MacIver ext. 7093. Cut off date October 1977.

CHICAGO: American Society of Anaesthesiologists. 21-25 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

ZURICH: International Trade Fair for Hospital and Medical Equipment (IFAS). 31 October-4 November 1978. Joint venture with appropriate trade association. L. M. O'Brien ext. 7092. Cut off date not yet arranged.

USA: American Association for Respiratory Therapy Exhibition. October/November 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date not yet arranged.

DUSSELDORF: International Exhibition and Congress on Diagnostics (Medica). November 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date not yet arranged.

1979

USA: 26th Congress of the Association of Operating Room Nurses. March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date July 1978.

OSLO: Nor – Medex '79. 24-28 April 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

ZAGREB: Medicine and Medical Aids Exhibition. May 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 16.10.78.

UTRECHT: International Hospital Equipment Exhibition (Medica '79). May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

BRUSSELS: 10th International Exhibition of Medical and Hospital Equipment. October 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

Jewellery and giftware

1978

NEW YORK: International Jewellery Trade Fair. 12-15 February 1978. Joint venture with British Jewellery and Giftware Federation. Miss L. E. Novell ext. 7204. Cut off date passed.

PARIS: The Business Gifts Fair. April 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair). 15-24 April 1978. Joint venture with:
British Jewellery and Giftware Federation.
British Clock and Watch Manufacturers Association.
Miss L. M. O'Brien ext. 7092. Cut off date passed.

NEW YORK: International Jewellery Trade Show. July 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 66th Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). 7-12 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 30.1.78.

1979

NEW YORK: International Jewellery Trade Fair. February 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

BASLE: Swiss Industries Fair (7th European Watch, Clock and Jewellery Fair). April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

PARIS: The Business Gifts Fair. April 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

NEW YORK: International Jewellery Trade Show. July 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

LOS ANGELES: Pacific Jewellery Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

NEW YORK: Gift Show. August 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: 67th Jewellery, Silverware, Clocks, Watches and Gifts Exhibitions (Bijorhca). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Laundry and allied services

1979

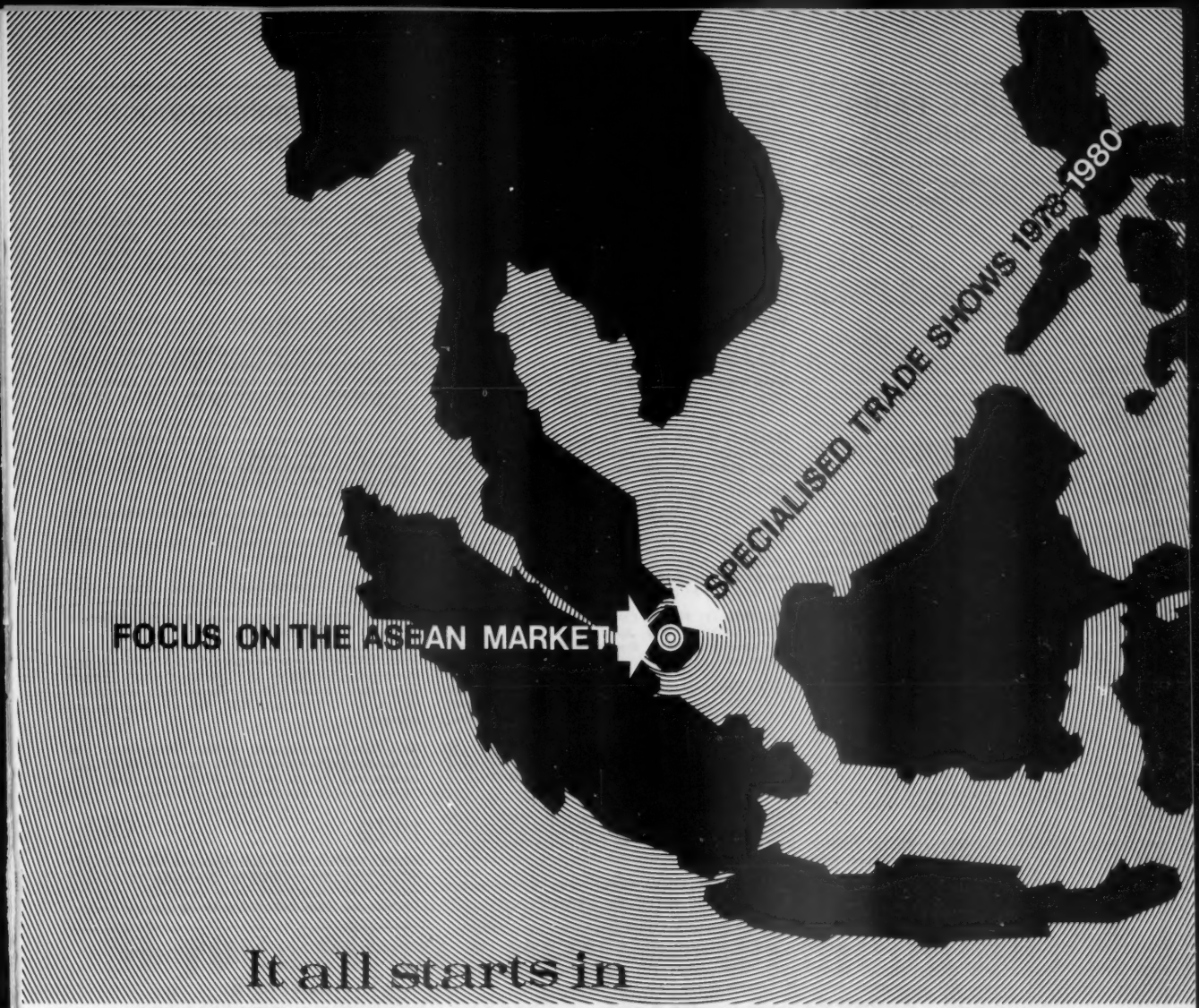
LAS VEGAS: World Educational Laundering and Cleaning Congress (Clean '79). 26-29 March 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date December 1977.

Leather, leather goods and fur

1978

BOLOGNA: International Shoe and Leather Fair. 4-8 March 1978. Joint venture with British Footwear Manufacturers' Federation. P. Crowe ext. 325. Cut off date passed.

PARIS: International Leather Week. 9-12 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 6.3.78.



It all starts in SINGAPORE

ENEX ASIA 78
2nd. International electrical & electronic engineering exhibition.
Hyatt 6-10 November 1978

PRINTPAC ASIA 79
International exhibition of printing & packaging equipment.
Hyatt 24-28 March 1979

CONPEX ASIA 79
International exhibition of construction & public works equipment.
World Trade Centre October 1979

IMAC ASIA 80
2nd International exhibition of materials handling, containerisation & physical distribution equipment.
March 1980

ASIATEX 80
International exhibition of textile machinery & fabrics.
15-19 September 1980

Interfama

INTERFAMA 177 BRIGHTON ROAD, SOUTH CROYDON, LONDON, CR2 6EG
Telephone 01-681 7688 or 01-688 9238 Telex 945480

The Official Carriers
SINGAPORE AIRLINES

ENCIRCLE TI 42 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA
where BOTB support is planned or under consideration

1979

PIRMASENS: International Fair for Footwear Manufacture (IMS). May 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: International Leather Week. September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Motor vehicles, motor cycles and cycles

1977

PARIS: Automobile Fittings and Maintenance Industries Exhibition (Equip-Auto). 7-16 October 1977. Joint venture with Society of Motor Manufacturers and Traders. Miss L. A. Cape ext. 7211. Cut off date passed.

TOKYO: Motor Show. 28 October-7 November 1977. Joint venture with Society of Motor Manufacturers and Traders. R. King ext. 7317. Cut off date passed.

CHICAGO: Automotive Parts and Accessories Association (APAA) Show. 15-17 November 1977. Joint venture with the Society of Motor Manufacturers and Traders Ltd. M. P. Marshall ext. 7242. Cut off date passed.

MILAN: International Cycle and Motor Cycle Exhibition. 19-27 November 1977. Joint venture with CMCA Service Company Ltd. P. Crowe ext. 325. Cut off date passed.

1978

MONTREAL: International Motor Show. January 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 15.12.77.

CINCINNATI: Motor Cycle and Accessory Trade Show. 10-12 February 1978. Joint venture with CMCA Service Company Ltd. M. P. Marshall ext. 7242. Cut off date passed.

NEW YORK: International Cycle Show. 19-21 February 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date passed.

DETROIT: Society of Automotive Engineers' Exposition and Congress (SAE). 27 February-2 March 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. M. P. Marshall ext. 7242. Cut off date 9.8.77.

CHICAGO: Automobile Show. February 1978. Joint venture with Society of Motor Manufacturers and Traders Ltd. M. P. Marshall ext. 7242. Cut off date 1.1.78.

MALMO: Motor Show. 18-26 February 1978. Joint venture with Society of Motor Manufacturers and Traders. T. G. Webb ext. 7207. Cut off date passed.

TURIN: International Motor Show. 20 April-1 May 1978. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

BELGRADE: International Fair of Engines and Motor Vehicles. April 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

GENEVA: International Exhibition for the Vehicle Industry (SITEV). 23-26 May 1978. Joint venture with Society of Motor Manufacturers and Traders. Miss L. M. O'Brien ext. 7092. Cut off date 31.10.77.

LOS ANGELES: Imported Automobile Show. May 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 1.4.78.

FRANKFURT: International Exhibition of Automobile Workshop and Garage Equipment (Automechanika). 23-27 September 1978. Joint venture with appropriate trade association. Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

COLOGNE: International Bicycle and Motor Cycle Exhibition (IFMA). 23-26 September 1978. Joint venture with appropriate trade association. Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MILWAUKEE: Off Highway Vehicle Equipment Exhibition. September 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

PHILADELPHIA: International Electric Vehicle Exposition. 3-5 October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date April 1978.

CHICAGO: Automotive Parts and Accessories Association Show (APAA). 17-19 October 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 1.5.78.

LAS VEGAS: International Motorcycle Aftermarket Exposition. October 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

PARIS: International Motor Exhibition. October 1978. Joint venture with appropriate trade association. Miss L. A. Cape Ext. 7211. Cut off date not yet arranged.

1979

MONTREAL: International Motor Show. January 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 15.12.78.

MALMO: Motor Show. February 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

DETROIT: Society of Automotive Engineers' Exposition and Congress (SAE). February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 19 July 78.

CHICAGO: Automobile Show. February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 1.1.79.

CINCINNATI: Motor Cycle and Accessory Trade Show. February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

NEW YORK: International Cycle Show. February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

GOTHENBURG: International Trade Fair for Garages and Car Repair (AUTO '79). March 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

ZURICH: International Cycle and Motor Cycle Exhibition. March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

AMSTERDAM: International Trade Fair for Garage Equipment and Motor Car Parts (Autovak). April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

LOS ANGELES: Imported Automobile Show. May 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date 1.4.79.

COPENHAGEN: Auto-Teknik Trade Fair. September 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

Music and musical instruments

1977

MIAMI: International Musexpo '77. 28 October-1 November 1977. Joint ventures with:
British Photographic Industries Ltd.
Music Publishers' Association Ltd.
Miss L. E. Novell ext. 7204. Cut off date passed.

1978

CANNES: 12th International Record and Music Publishing Market (MIDEM). 20-26 January 1978. Joint ventures with:
British Phonographic Industry.
Music Publishers' Association.
Miss H. Goldberg ext. 7205. Cut off date passed.

CHICAGO: National Association of Music Merchants' Show. 23-27 June 1978. Joint venture with Association of Musical Instrument Industries. M. P. Marshall ext. 7242. Cut off date 7.11.77.

1979

CANNES: 13th International Record and Music Publishing Market (MIDEM). January 1979. Joint ventures with appropriate trade associations. Miss H. Goldberg ext. 7205. Cut off date 25.9.78.

CHICAGO: National Association of Music Merchants' Show. June 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

USA: International Musexpo '79. October 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Office machinery and equipment

1977

MUNICH: International Congress and Exhibition for Computer Systems and their application (Systems '77). 17-21 October 1977. Joint venture with the Business Equipment Trade Association. Miss S. J. Parkes ext. 690. Cut off date passed.

1978

JAPAN: British Export Marketing Centre – Business Equipment Exhibition. 14-18 February 1978. Sponsored by Business Equipment Trade Association. J. Stevens, 01-405 6233. R. King ext. 7317. Cut off date passed.

PARIS: 29th International Business Machines and Office Equipment (SICOB). 20-29 September 1978. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date 1.5.78.

CHICAGO: National Office Products Association Show (NOPA). 4-8 October 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

COLOGNE: International Office Trade Fair (Orgatechnik). 24-29 October 1978. Joint venture with Business Equipment Trades Association. Mrs C. Miller ext. 7203. Cut off date passed.

AMSTERDAM: International Office Machinery and Equipment Exhibition (Efficiency Beurs). October 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

MADRID: International Office Equipment and Computer Exhibition (SIMO). November 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

1979

PARIS: 30th International Business Machines and Office Equipment (SICOB). September 1979. Joint venture with appropriate trade association. Miss H. Goldberg ext. 7205. Cut off date not yet arranged.

Packaging machinery and materials, including containers

1977

TORONTO: Canadian National Packaging Exposition. 17-19 October 1977. Joint venture with Institute of Packaging. Miss F. J. Cooleen ext. 7097. Cut off date passed.

1978

STOCKHOLM: International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI). 4-7 April 1978. Joint venture with the British Paper Machinery Makers' Association. T. G. Webb ext. 7207. Cut off date passed.

DUSSELDORF: International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack). 8-14 June 1978. Joint venture with the Institute of Packaging. Mrs. C. Miller ext. 7203. Cut off date passed.

CHICAGO: National Packaging Week. 30 October-3 November 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date 15.12.77.

PARIS: 23rd International Packaging Exhibition. 13-18 November 1978. Joint venture with Institute of Packaging. Miss H. Goldberg ext. 7205. Cut off date 9.12.77.

1979

UTRECHT: International Packaging Exhibition (Macropak). 14-19 May 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

BASLE: International Packaging Exhibition (Swisspack). May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Photographic equipment

1977

PARIS: 32nd International Photographic, Cinema and Optical Exhibition. 5-13 November 1977. Joint venture with the Association of British Manufacturers of Photographic, Cine and Audio-Visual Equipment. Miss H. Goldberg ext. 7205. Cut off date passed.

1978

BOSTON: National Microfilm Association Annual Convention/Exposition. 9-12 May 1978. Joint venture with Business Equipment Trade Association. M. P. Marshall ext. 7242. Cut off date passed.

TOKYO: British Export Marketing Centre. 18-22 July 1978. Sponsored by British Photographic Export Group. Contact R. Saunders, 89 33372. R. I. Elliott ext. 360. Cut off date passed.

COLOGNE: World Fair of Photography (Photokina). 15-21 September 1978. Joint venture with British Photographic Export Group. Mrs C. Miller ext. 7203. Cut off date passed.

1979

USA: National Microfilm Association Annual Convention and Exposition. May 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

Pottery and glassware

1978

ATLANTIC CITY: China and Glass Show. 8-12 January 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date 24.6.77.

1979

ATLANTIC CITY: China and Glass Show. January 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7242. Cut off date not yet arranged.

Printing, stationery and printing machinery

1978

ZAGREB: International Fair of Printing and Paper Industry (Intergrafika). 14-18 March 1978. Joint venture with London Chamber of Commerce and Industry. Miss H. Goldberg ext. 7205. Cut off date passed.

NEW YORK: Stationery Show. May 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA: Graph-Expo. October 1978. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

1979

NEW YORK: Stationery Show. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Scientific instruments and nuclear equipment

1977

MADRID: Medical, Instrumentation and Technical Exhibition (Expomedica-Instrumentalia). 19-26 October 1977. Joint venture with British Health-Care Export Council. Miss L. M. O'Brien ext. 7092. Cut off date passed.

ANAHEIM: Electro Optics/Laser Conference and Exhibition. 25-27 October 1977. Joint venture with the London Chamber of Commerce. Miss F. J. Cooleen ext. 7037. Cut off date passed.

TOKYO: British Export Marketing Centre – Laboratory Ware Exhibition. 25-29 October 1977. Sponsored by British Laboratory Ware Association. Contact Mrs J. D. Marich, 01-947 5733. R. I. Elliott ext. 360. Cut off date passed.

ZURICH: International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic). 14-19 November 1977. Joint venture with the Gauge and Tool Makers' Association. Miss L. M. O'Brien ext. 7092. Cut off date passed.

PARIS: Laboratory Exhibition. 29 November-3 December 1977. Joint venture with British Laboratory Ware Association. Miss H. Goldberg ext. 7205. Cut off date passed.

1978

CLEVELAND: Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy. 27 February-3 March 1978. Joint venture with the Scientific Instrument Manufacturers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

ATLANTIC CITY: Federation of American Societies of Experimental Biology and Conference. 10-13 April 1978. Joint venture with Scientific Instrument Manufacturers' Association. Miss F. J. Cooleen ext. 7097. Cut off date passed.

MUNICH: International Trade Exhibition and Congress for Bio-Chemical Analysts (Analytica). 18-22 April 1978. Joint venture with Scientific Instrumen. Manufacturers Association. Miss S. J. Parkes ext. 690t Cut off date passed.

SEOUL: All British Exhibition (British Industrial and Scientific Technology Exhibition). 5-10 June 1978. Sponsors:
Scientific Instrument Manufacturers' Association. L. J. Nolder, 727 2614.
British Health-Care Export Council. J. Harris, 01-262 2641.
Gauge and Tool makers' Association. A. R. Smith, High Wycombe (0494) 444645.
R. King ext. 7317. Cut off date passed.

BASLE: International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC). 27 September-1 October 1978. Joint venture with Sira Institute. Miss L. M. O'Brien ext. 7092. Cut off date 30.9.77.

BASLE: International Nuclear Industries Fair (Nuclex). 3-7 October 1978. Joint venture with British Nuclear Forum. Miss L. M. O'Brien ext. 7092. Cut off date passed.

PHILADELPHIA: Instrument Automation Conference. 10-19 October 1978. Joint venture with appropriate trade association. Miss F. Cooleen ext. 7097. Cut off date February 1978.

If you sell in Europe—let Mundoprint help—whatever your promotional problems may be.

Are you sure your promotional material is exactly right for the export market you are attacking? Because if it isn't, your sales drive may be so much wasted effort.

Let Mundoprint help. We are international specialists in professional promotional operations, and we will get maximum returns from your budget.

Our services include design, printing, translation, copywriting, for exhibition literature, multi-lingual brochures, point-of-sale material, in all European languages.

The Mundoprint network covers the whole of Western Europe and all our services are available via the London office.

For further details send the coupon. Or contact us direct 01-839 5806.

TO: A. J. Hockley, U.K. Director,
Mundoprint BV,
17 Queen Anne's Gate,
London SW1H 9BU
Telephone: 01-839 5806

Please send me further details about Mundoprint

NAME.....

POSITION.....

COMPANY.....

ADDRESS.....

.....

ENCIRCLE TI 48 ON PAGE 30 FOR FURTHER INFORMATION

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

MOSCOW: Exhibition of Scientific Instruments (NAUKA '78). 12-23 October 1978. Joint venture with Scientific Instrument Manufacturers' Association. L. Devine ext. 7213. *Cut off date 14.11.77.*

PEKING: All British Scientific Instruments Exhibition/Seminar. *14-25 November 1978. Sponsored by* Scientific Instrument Manufacturers' Association. L. J. Nolder, 01-727 2614. R. King ext. 7317. Cut off date *passed.*

USA: Electro-Optics/Laser Conference and Exhibition. November 1978. Joint venture with appropriate *trade association. Miss F. J. Cooleen ext. 7097. Cut off* date not yet arranged.

1979

CLEVELAND: Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy. *5-9 March* 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date September 1978.

DALLAS: Federation of American Societies of Experimental Biology and Conference. 8-13 April *1979. Joint venture with appropriate trade association.* Miss F. J. Cooleen ext. 7097. Cut off date not yet arranged.

FRANKFURT: Chemical Engineering Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:

Process Plant Association.
Scientific Instrument Manufacturers' Association.
British Laboratory Ware Association.

Miss H. A. V. Smith ext. 7201. Cut off date passed.

MUNICH: Exhibition for Electro-Optical Systems and their Application in Industry and Research (LASER '79). *June 1979. Joint venture with appropriate* trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

PARIS: 7th International Exhibition of Measurement Control, Regulation and Automation (Mesucora). *June 1979. Joint venture with appropriate trade* association. Miss H. Goldberg ext. 7205. Cut off date not year arranged.

Ships and boats

1977

ANNAPOLIS: United States Sailboat Show. 12-16 October 1977. Joint venture with Ship and Boat Builders' National Federation. J. E. Henderson ext. 318. *Cut off date passed.*

HAMBURG: EMTEC and International Boat Show. *13-23 October 1977. Joint venture with Ship and Boat* Builders' National Federation. Miss H. A. V. Smith ext. 7201. Cut off date passed.

GENOA: International Boat Show. 14-24 October 1977. Joint venture with Ship and Boat Builders' National *Federation. P. Crowe ext. 325. Cut off date passed.*

COPENHAGEN: Boat Show. 5-13 November 1977. *Joint venture with Ship and Boat Builders' National* Federation. T. G. Webb ext. 7207. Cut off date passed.

1978

DUSSELDORF: International Boat Show. 21-29 *January 1978. Joint venture with Ship and Boat Builders'* National Federation. T. G. Webb ext. 7207. Cut off date passed.

PARIS: International Pleasure Boat Exhibition. January 1978. Joint venture with Ship and Boat Builders' National Federation. Miss L. A. Cape ext. 7211. Cut off *date passed.*

GOTHENBURG: International Boat Show. 3-12 *February 1978. Joint venture with Ship and Boat Builders'* National Federation. T. G. Webb ext. 7207. Cut off date passed.

MIAMI: International Boat Show. 23 February-1 March 1978. Joint venture with Ship and Boat Builders' National Federation. J. E. Henderson ext. 318. *Cut off date* passed.

AMSTERDAM: International Sail and Power Boat Show (HISWA). *11-19 March 1978. Joint venture* with Ship and Boat Builders' National Federation. Miss L. M. O'Brien ext. 7092. Cut off date passed.

ATHENS: International Shipping Exhibition (Posidonia). 5-10 June 1978. Joint venture with:

British Marine Equipment Council.
Shipbuilders and Repairers National Association.

Miss L. M. O'Brien ext. 7092. Cut off date passed.

HAMBURG: Ship and Machinery Exhibition. 26-30 September 1978. Joint venture with British Marine *Equipment Council.* Miss H. A. V. Smith ext. 7201. Cut off date 28.10.77.

CHICAGO: Marine Trades Exhibition and Conference. *September 1978. Joint venture with appropriate* trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1978. Joint venture with appropriate trade association. *J. E. Henderson ext. 318. Cut off date not yet arranged.*

GENOA: International Boat Show. October 1978. *Joint venture with appropriate trade association. P. Crowe* ext. 325. Cut off date not yet arranged.

COPENHAGEN: International Boat Show. 11-19 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet *arranged.*

AMSTERDAM: International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort). *November 1978. Joint venture with appropriate* trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

1979

PARIS: International Pleasure Boat Exhibition. **January 1979.** Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not *yet arranged.*

DUSSELDORF: International Boat Show. January 1979. *Joint venture with appropriate trade association.* Mrs C. Miller ext. 7203. Cut off date not yet arranged.

MIAMI: International Boat Show. *February* 1979. *Joint venture with appropriate trade association.* J. E. Henderson ext. 318. Cut off date not yet arranged.

AMSTERDAM: International Sail and Power Boat Show (HISWA). March 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. *Cut off date not yet arranged.*

OSLO: International Shipping Exhibition (Nor-Shipping '79). *May 1979. Joint venture with appropriate* trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

CHICAGO: Marine Trades Exhibition and Conference. September 1979. Joint venture with appropriate

EXHIBIT THE RIGHT IMAGE IN GERMANY

HIRE CARPET AND FURNITURE IN THE LATEST STYLE

From a large and varied range available throughout West and East Germany

EURO EXPO SERVICES

In the UK write to:
Euro Expo Services, 124 St. Margarets Road,
Twickenham, Middlesex, TW1 2AA
Telephone: 01-892 8164
Telex: 932905 (AETLTD)

for catalogues, order forms and information.

REMEMBER – FIRST IMPRESSIONS COUNT

ENCIRCLE TI 38 ON PAGE 30 FOR FURTHER INFORMATION

JAPAN business or pleasure

Individuals or Groups of any size, Trade Missions, Study Tours, *Technical Visits, Conventions, International Conferences, Trade* Fairs, Incentive Travel Arrangements, or simply Sightseeing.

REGULAR DEPARTURES BY SCHEDULED AIRLINES

Write or phone

MIKI

MIKI TRAVEL AGENCY

Japan Travel Specialists

95 St. Paul's Churchyard
London EC4M 8DY
Tel.: 01-248 2020
Telex: 886080

Everything you need for a Business Tour—HOTELS, CARS, TRANSPORT, AIR RESERVATIONS, RAIL TICKETS within JAPAN, SECRETARIAL/TRANSLATING SERVICES—can be Planned, Prepared, Confirmed and Paid for in the U.K.

MONEY SAVER FOR TRADE MISSIONS

Special Reduced Group Fares apply to Organised Parties of not less than 15 adult passengers travelling together to and from Japan in Economy Class—and we can offer a 13 day programme for an All-inclusive Price ranging from

£470.00 per person

Plan your Itinerary with MIKI—JAPAN BUSINESS TRIP AND HOLIDAY PLANNER—FREE on request.
& Guide to Japan

ENCIRCLE TI 47 ON PAGE 30 FOR FURTHER INFORMATION

trade association. J. E. Henderson ext. 318. Cut off date not yet arranged.

ANNAPOLIS: United States Sailboat Show. October 1979. Joint venture with appropriate trade association. J. E. Henderson ext. 318. *Cut off date not yet arranged.*

GENOA: International Boat Show. October 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

Sports goods and camping equipment *including caravans*

1977

COLOGNE: International Exhibition of Sports Facilities and Bath Installations. 12-15 October 1977. Joint ventures with:
Building Centre Group.
British Lawn Bowls Export Group.
B. Doyle ext. 7045. Cut off date passed.

1978

***HOUSTON: National Sporting Goods Association* Show.** 26-29 January 1978. Joint venture with:
Camping Trades Association.
Federation of British Manufacturers of Sports and Games.
M. P. Marshall ext. 7242. Cut off date passed.

***SYDNEY: International Toy and Sporting Goods* Trade Fair.** 5-8 March 1978. Joint venture with British Toy Manufacturers' Association. Mrs W. M. MacIver ext. 7093. *Cut off date 31.10.77.*

MOSCOW: Exhibition of Sports Equipment and *General Equipment for Sporting Events.* 4-13 *April* 1978. *Joint venture with appropriate trade association.* L. Devine ext. 7213. Cut off date not yet arranged.

COLOGNE: International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA). September 1978. *Joint venture with appropriate trade association.* B. Doyle ext. 7045. *Cut off date* not yet arranged.

1979

***CHICAGO: National Sporting Goods Association* Show.** February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date *not yet arranged.*

ESSEN: International Exhibition for Horse Sports, *Leisure time Riding and Horsekeeping (Equitana* '79). March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not *yet arranged.*

Textiles and textiles machinery

1977

***FRANKFURT: International Textiles for Clothing* Exhibition (Interstoff).** 22-25 November 1977. Joint venture with National Wool Textile Export Corporation. *Miss S. J. Parkes ext. 690. Cut off date passed.*

1978

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). 11-15 January 1978. *Joint venture with:*
National Wool Textile Export Corporation.
British Carpet Manufacturers' Association.
Irish Linen Guild.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

GREENVILLE – SOUTH CAROLINA: American Textile Machinery Exhibition (International ATME-1). 27 April-5 May 1978. Joint venture with British Textile Machinery Association. Miss K. M. Thorogood ext. 7094. *Cut off date passed.*

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). May 1978. *Joint venture with appropriate trade association.* Miss S. J. Parkes ext. 690. Cut off date 15.12.77.

***TOKYO: British Export Marketing Centre – Textile* Exhibition.** 5-9 September 1978. Sponsored by the National Wool Textile Export Corporation. G. Richardson, *0274 24235/6. R. King ext. 7317. Cut off date 4.11.77.*

ATLANTA: Bobbin Show. 20-22 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. *Cut off date December 1977.*

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). November 1978. *Joint venture with appropriate trade association.* Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

1979

FRANKFURT: International Trade Fair for Home Furnishing Textiles (Heimtex). January 1979. Joint venture with appropriate trade associations. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

FRANKFURT: International Textiles for Clothing Exhibition (Interstoff). May 1979. Joint venture with *appropriate trade association* Miss S. J. Parkes ext. 690. Cut off date not yet arranged.

ATLANTA: Knitting Arts Exhibition. May 1979. Joint *venture with appropriate trade association.* Miss M. Thorogood ext. 7094. Cut off date January 1979.

Toys and games

1978

NUREMBERG: International Toy Fair. 9-15 February 1978. *Joint venture with British Toy and Hobby Manufacturers' Association.* Miss S. Parkes ext. 690. Cut off date passed

NEW YORK: American Toy Fair. 19-22 February 1978. *Joint venture with British Toy Manufacturers' Association.* M. P. Marshall ext. 7242. Cut off date passed.

***SYDNEY: International Toy and Sporting Goods* Trade Fair.** 5-8 March 1978. Joint venture with British Toy and Hobby Manufacturers' Association. Mrs. W. M. *MacIver ext. 7093. Cut off date 31.10.77.*

1979

HOUSTON: Hobby Industry Trade Show. January 1979. *Joint venture with appropriate trade association.* M. P. Marshall ext. 7242. Cut off date not yet arranged.

NUREMBERG: International Toy Fair. February 1979. Joint venture with appropriate trade association. Miss S. Parkes ext. 690. Cut off date not yet arranged.

NEW YORK: American Toy Fair. February 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

Watches and clocks

1978

***BASLE: Swiss Industries Fair (6th European Watch,* Clock and Jewellery Fair).** 15-24 April 1978. Joint venture with:
British Clock and Watch Manufacturers Association.
British Jewellery and Giftware Federation.
Miss L. M. O'Brien ext. 7092. Cut off date passed.

1979

***BASLE: Swiss Industries Fair (7th European Watch,* Clock and Jewellery Fair).** April 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Water, effluent and air *treatment plant* including anti-pollution, cleaning and refuse *disposal equipment*

1978

MUNICH: International Sewage and Water Treatment Engineering Exhibition (IFAT). 5-10 June 1978

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the centre and its facilities can be obtained from Fairs and Promotions Branch (01-248 5757 ext. 663/7317/360).
The programme of exhibitions for 1977 is now complete. The programme of exhibitions for 1978 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757 ext. 614/232).

Official British trade exhibitions September 1977 to September 1978

2nd Electro-Optics and Laser Equipment Exhibition 8-12 November 1977. Sponsored by Sira Institute (W. A. Seatherton 01-467 2636). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Building Materials Exhibition 29 November-3 December 1977. Sponsored by Building Centre Group (D. Clayton, 01-637 1022). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Business and Reprographic Equipment Exhibition 14-18 February 1978. Sponsored by Business Equipment Trades Association (R. D'urban, 01-405 6233). FPB contact R. King ext. 7317. Cut off date passed.

Carpet Exhibition 14-18 March 1978. Sponsored by British Carpets Export Association (G. H. Davidson, 01-830 2145). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Aerospace Equipment Exhibition 16-20 May 1978. Sponsored by Society of British Aerospace Companies (P. Kidson, 01-839 3231). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Garden Equipment Exhibition 20-24 June 1978. Sponsored by Gardenex (Mrs Y. Slade, Hungerford 2532). FPB contact R. King ext. 7317. Cut off date passed.

Photographic and Audio Visual Equipment Exhibition 18-26 July 1978. Sponsored by British Photographic Export Group (R. Saunders, 89-33372). FPB contact R. I. Elliott ext 360. Cut off date passed.

Textile Exhibition 5-9 September 1978. Sponsored by National Wool Textile Export Corporation (G. Richardson, 0274-24235/6). FPB contact R. King ext. 7317. Cut off date 4.11.77.

ENCIRCLE TI 41 ON PAGE 30 FOR FURTHER INFORMATION

EVERY SYMBOL TELLS A SUCCESS STORY.

Over twenty years ago when we organised our first exhibition we created an individual and unique identifying symbol.

Every exhibition that followed was coded with its own symbol.

The symbols produced over the years illustrate the wide variety of different industries in which ITF are involved.

ITF are now the world's largest independent exhibition organisers, and provide a total service to industry; total professionalism is planning; in promoting visitor attendance; specialised teams for every exhibition, consultation with industry advisory groups.

All part of the ITF service that brings top calibre buyers and visitors to each exhibition, giving exhibitors every facility and the freedom to concentrate on the real business of successful selling.

These are the hallmarks of an ITF exhibition.

ITF events reflect industry's needs and can be either small highly-specialised events, major public shows, or huge international exhibitions anywhere in the country. ITF's programme also encompasses British Industrial Exhibitions, organised for the BOTB in many overseas centres, including Caracas, Kuala Lumpur, Jakarta, Shanghai, São Paulo, Peking, Buenos Aires and Bucharest. The next such event will be held in Mexico City in November, 1978.

Industrial and Trade Fairs Limited, Head Office: Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG. *Telephone* 021-705 6707. *Telex* 337073. *Cables* Indatfa Solihull. *London Office* 9 Argyll Street, London W1V 2HA *Telephone* 01-437 1622.

ITF ITF ITF ITF

THE SYMBOL OF GOOD BUSINESS.

Member aeo Association of Exhibition Organisers

1 OVERSEAS FAIRS AND SYMPOSIA

where BOTB support is planned or under consideration

Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date 28.10.77.

AMSTERDAM: International Exhibition for the Treatment, Storage, and use of Water (Aquatech). 19-23 September 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

GOTHENBURG: Anti-corrosion and Surface Treatment Exhibition (Scancorr). 7-10 November 1978. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

1979

AMSTERDAM: International Cleaning and Maintenance Exhibition (Interclean). May 1979. Joint venture with appropriate trade association. Miss. L. M. O'Brien ext. 7092. Cut off date not yet arranged.

Other specialised fairs

1977

BOSTON: Annual Convention and Exhibition of the Wire Association of America. 17-19 October 1977. Joint venture with International Wire Machinery Association. Miss M. Thorogood ext. 7094. Cut off date passed.

NEW ORLEANS: International Association of Amusement Parks and Attractions Exposition. 19-21 November 1977. Joint venture with British Amusement Catering Trades Association. M. P. Marshall ext. 7242. Cut off date passed.

DUSSELDORF: Industrial Safety and Factory Hygiene Exhibition and Congress. 23-26 November 1977. Joint venture with the London Chamber of Commerce and Industry. Mrs C. Miller ext. 7203. Cut off date passed

1978

ATLANTA: World Fair for Technology Exchange. 7-10 February 1978. Joint venture with London Chamber of Commerce and Industry. Miss M. Thorogood ext. 7034. Cut off date passed.

TOKYO: Association of British Oceanic Industries Seminar. 7-18 February 1978. M. Armstrong, 01-930 1696. R. King ext. 7317. Cut off date passed.

TORONTO: Canadian Education Showplace. March 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

BRUSSELS: European Education Materials Exhibition (Didacta). 10-14 April 1978. Joint ventures with:
British Educational Equipment Association.
Book Development Council.
Miss L. A. Cape ext. 7211. Cut off date passed.

SAO PAULO: International Exhibition (Energy '78). 10-16 April 1978. Joint venture with CBMPA. Ms A. V. Woodward ext. 576. Cut off date 30.11.77.

UTRECHT: Vat Subcontractors Exhibition. 17-22 April 1978. Joint venture with the Birmingham Chamber of Industry and Commerce. P. Crowe ext. 325. Cut off date passed.

AMSTERDAM: International Exhibition for the Non-woven Fabrics and Disposable Softgoods Industries (Index '78). 18-21 April 1978. Joint venture with London Chamber of Commerce. Miss L. M. O'Brien ext. 7092. Cut off date passed.

BAGHDAD: 3rd Annual Education Exhibition. April 1978. Possible joint venture with Industrial Council for Educational and Training Technology. P. C. H. Robinson ext. 7314. Cut off date not yet arranged.

NEW YORK: National Premium Show. 1-4 May 1978. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

WIESBADEN: International Pet Trades Fair. 5-7 May 1978. Joint venture with Pet Trade Association. Miss H. A. V. Smith ext. 7201. Cut off date passed.

DETROIT: American Ceramic Society Exposition. 8-10 May 1978. Joint venture with British Ceramic Plant and Machinery Manufacturers' Association. Miss K. M. Thorogood ext. 7094. Cut off date 17.10.77.

TORONTO: Canadian International Philatelic Exhibition (CAPEX '78). 9-18 June 1978. Joint venture with the Philatelic Traders' Society. J. E. Henderson ext. 318. Cut off date passed.

TEHRAN: International Educational and Training Equipment Exhibition. 10-17 June 1978. Joint venture with British Educational Equipment Association. J. M. Milne ext. 602. Cut off date 31.10.77.

LENINGRAD: Exhibition of Equipment, including Automated and Computerised, for the Pulp and Paper Industries. 13-22 June 1978. Joint venture with appropriate trade association. L. Devine ext. 7213. Cut off date not yet arranged.

TOKYO: British Export Marketing Centre – Garden Equipment Exhibition. 20-24 June 1978. Sponsored by Gardenex. Mrs Y. Slade, Hungerford 2532. R. King ext. 7317. Cut off date passed.

RIO DE JANEIRO: 'Offshore '78' Exhibition. 27-30 June 1978. Joint venture with the Association of British Oceanic Industries. Ms. A. V. Woodward ext. 576. Cut off date passed.

BASLE: International Art Fair. June 1978. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date 1.3.78.

VANCOUVER: Annual Exhibition of Education Resources. June 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date December 1977.

CINCINNATI: International Association of Firechiefs' Annual Conference. 10-14 September 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date 1 December 1977.

ESSEN: International Security and Police Equipment Exhibition (Security '78). 12-14 September 1978. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. 16-20 September 1978. Joint venture with:
Machine Tool Trades Association.
Birmingham Chamber of Commerce.
Miss L. E. Novell ext. 7204. Cut off date passed.

ST LOUIS: Annual Convention and Exhibition of the Wire Association of America. 16-19 October 1978. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7094. Cut off date April 1978.

BRUSSELS: International Biennial of Interior Design (Interieur '78). 21-29 October 1978. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date not yet arranged.

DUSSELDORF: 5th International Fair for Industry, Trade and Handicraft (GLAS '78). October 1978. Joint venture with appropriate trade association. B. Doyle ext. 7045. Cut off date 1.3.78.

TORONTO: Materials Handling and Distribution ('78). 13-16 November 1978. Joint venture with Birmingham Engineering and Building Centre. Miss M. Thorogood ext. 7094. Cut off date 19.1.78.

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. November 1978. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

1979

ESSEN: International Exhibition for Horse Sports, Leisure time Rising and Horsekeeping (Equitana '79). March 1979. Joint venture with appropriate trade association. Miss H. A. V. Smith ext. 7201. Cut off date not yet arranged.

USA: American Ceramic Society. April 1979. Joint venture with appropriate trade association. Miss M. Thorogood ext. 7092. Cut off date November 1977.

PIACENZA: Button Exhibition. April 1979. Joint venture with appropriate trade association. P. Crowe ext. 325. Cut off date not yet arranged.

NEW YORK: National Premium Show. May 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

PARIS: International Pet Trade Fair. May 1979. Joint venture with appropriate trade association. Miss L. A. Cape ext. 7211. Cut off date 30.10.78.

ISTANBUL: International Mining Congress and Exhibition. May 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7052. Cut off date 1.11.78.

FRANKFURT: Chemical Engineering Exhibition and Congress (Achema). 17-23 June 1979. Joint ventures with:
Process Plant.
Scientific Instrument Manufacturers' Association.
British Laboratory Ware Association.
Miss H. A. V. Smith ext. 7201. Cut off date passed.

BASLE: International Art Fair. June 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

USA: Annual Exhibition of Education Resources. June 1979. Joint venture with appropriate trade association. Miss F. J. Cooleen ext. 7097. Cut off date December 1978.

TRONDHEIM: International Fisheries Fair (Nor Fishing '79). August 1979. Joint venture with appropriate trade association. T. G. Webb ext. 7207. Cut off date not yet arranged.

LOUISVILLE: International Woodworking Machinery and Furniture Supply Fair. September 1979. Joint venture with appropriate trade association. Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

DUBLIN: International Education and Training Exhibition and Conference (ETEX). September 1979. Joint venture with appropriate trade association. Miss L. M. O'Brien ext. 7092. Cut off date not yet arranged.

NEW ORLEANS: IAAPA Outdoor Amusement and Souvenir Novelty Exposition. November 1979. Joint venture with appropriate trade association. M. P. Marshall ext. 7242. Cut off date not yet arranged.

2 STORE PROMOTIONS

Where BOTB support is planned or under consideration

BOTB contact for all Store Promotions: C. G. N. Roberts, tel. 01-248 5757 ext 7183.

1977

PARIS and other cities: 21 September-12 October 1977. AuPrintemps, M. D. Rooseau Au Printemps, 65 Boulevard Haussmann, Paris 9e, 285-2222.

STOCKHOLM and 17 cities: 29 September-15 October 1977; also

WEST SWEDEN and 5 cities: 13-29 October 1977. Gulins/Pepita. Clothing. Co-ordination by Clothing Export Centre. Director T. P. Randle 01-734-9744.

NEW YORK: September-October 1977. Barney's Men's and Women's Clothing and Leather Goods. Mr Milton Guttenplan, 7th Avenue and 17th Street, New York, NY 10011.

TOKYO and 10 other cities: 7 October-1 December 1977. Mitsukoshi. London Office: Mitsukoshi (UK) Ltd, 5th Floor, Kent House, 87 Regent Street, London W1R 8NB, 01-437 6346.

SINGAPORE: 8-29 October 1977. Robinsons. London Buying House, Robinsons and Littles, Friendly House, Chiswell Street, London EC1, 01-606 2345.

MONMOUTH, NEW JERSEY and ALLENTOWN, PENNSYLVANIA: 31 October-12 November 1977. Bambergers. London Office: R. H. Macy and Co, 52-53 Conduit Street, London W1R 0DC. J. K. Harwood 01-734 4553.

MADRID and 16 other cities: Late October 1977 (3-4 weeks). Galerias Preciados. London Buying House: Portman Ltd, PO Box 4BX, 40 Duke Street, London W1A 4BX, 01-629 8805.

TOKYO: 3-14 November 1977. Isetan. Mainly food and drink. London Buying House: Dean Warbug Ltd, 38 Savile Row, London W1. 01-734 9421.

TEL AVIV: 3-18 November 1977. Shalom. London Buying House: Portman Ltd, 40 Duke Street, London W1A 4BX, 01-629 8805.

OSAKA: 18-24 November 1977. Hankyu. London Buying House: Booker Export Services Ltd, The Adelphi, London WC2, 01-930 4041.

MADRID and 7 other cities: November 1977 (3 weeks). El Corte Ingles. London Office: Iberica Trading Co., 23/25 Eastcastle Street, London W1N 7PB. T. Perez-Sanz 01-580 6434.

PARIS and throughout France (180 stores). November 1977. Mobilier de France (Furniture). J. M. Rouby, Mobilier de France, 63 Rue de Charenton, 75012 Paris, 346 11 52.

1978

BRITISH COLUMBIA: Mid-March 1978. Safeway Ltd. Food promotion in 92 stores. R. A. Vigelius, Canada Safeway Ltd, Vancouver B.C.

VIENNA: and other cities. Spring 1978. Gerngross Department Stores. Herr Dir Webber Gerngross Vienna.

BRITISH COLUMBIA and ALBERTA: 26 June-31 July 1978. Woodward Stores Ltd. Foodstuffs.

3 MISSIONS

Where BOTB support is planned or under consideration

INWARD MISSIONS

Overseas Visitors' Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, tel. 01-248 5757 ext. 463.

ALREADY ARRANGED

Belgium, October 1977: Hand tools. Federation of British Hand Tools Manufacturers (W. R. Eccles 0742 663084).

France, October 1977: Printing machinery. British Printing Machinery Association (Rosemary Brewer 01-405 9610).

Sweden, October 1977: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

Germany/Switzerland, October/November 1977: Garden equipment. Federation of Garden and Leisure Equipment Exporters (L. G. Walker 01-405 9292).

UNDER CONSIDERATION

1977

Global: Sports and games equipment. Federation of British Manufacturers of Sports and Games (Mrs B. Cuming 01-437 7281).

Japan: Fashion wear. Clothing Export Council (T. P. Randle 01-734 9744).

Poland: Steel plants. British Metal Working Plant Makers' Association (M. C. G. Man 01-248 1543).

France: Electronic components. Electronic Components Industry Federation (P. Costley 01-437 4127).

Greece: Building materials. Building Centre (W. Bridge 01-637 1022).

Brazil: British Friesan cattle. British Agricultural Export Council (C. Crosthwaite Eyre 01-245 9819).

USSR: Hospital equipment. British Health Care Export Council (J. L. M. Hole 01-262 2641).

West Germany: Pharmaceutical products. Association of British Pharmaceutical Industries (D. G. Nodder 01-734 9061).

Iran: Machine Tools. Machine Tool Trades Association (H. E. Wallace 01-402 6672).

1978

Uruguay: Hereford cattle. Hereford Herd Book Society (J. A. Morrison 0432 2057/8).

Korea: Book publishing. Book Development Council (Miss O. Checkley 01-580 6321).

Italy: Foodstuffs. British Food Export Council (P. C. Platten 01-480 6594/5).

France: Foodstuffs. British Food Export Council (P. C. Platten 01-480-6594/5).

Netherlands: Footwear. British Footwear Manufacturers' Association (Mrs C. M. Long 01-437 5573).

Spain: Finance and banking. Committee on Invisible Exports (Miss G. Murdoch 01-628 3161).

USSR: Textile machinery. British Textile Machinery Association (R. E. France 061-834 2991).

Canada: Visit of Ken Berg. Association of British Mining Equipment Exporters (R. Buckley 0742 21071).

OUTWARD MISSIONS

Africa

1977

Nigeria 17-28 October 1977. British Plastics Federation (P. Lynchey 01-235 9401). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 22 October-5 November 1977. Dundee and Tayside Chamber of Commerce (C. W. Simms, Dundee 22122). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria, 2-14 October 1977. Manchester Chamber of Commerce (D. M. Arrandale, 061-832 5574). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 5-19 November 1977. Engineering Industries Association (Col R. E. Scott, MBE, MC, 01-863 9188). FPB contact S. J. Seaman ext. 571. Cut off date passed.

1978

Nigeria 9-20 January 1978. Agricultural Engineers' Association (E. Lanning, 01-828 7973). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 14 January-5 February 1978. Luton and Dunstable Chamber of Commerce (Mrs J. Heath, Luton 23456/7). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria 29 January-9 February 1978. Scottish Council Development and Industry (Miss M. Bell, 031-225 7911). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 4-26 February 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact S. J. Seaman ext. 571. Cut off date passed.

Nigeria, Ghana 12 February-2 March 1978. Birmingham Chamber of Commerce (T. L. Edgar, 021-454 6171). FPB contact P. Crowe ext. 325. Cut off date passed.

South Africa 26 February-11 March 1978. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact S. J. Seaman ext. 571. Cut off date 26.10.77.

South Africa 4-19 March 1978. London Chamber of Commerce (J. R. Muir, 01-248 4444). FPB contact S. J. Seaman ext. 571. Cut off date 5.11.77.

Nigeria, Ghana 6-22 March 1978. Cardiff Chamber of Commerce (R. C. Smale, Cardiff 21648). FPB contact P. Crowe ext. 325. Cut off date passed.

Nigeria 29 March-12 April 1978. Building Materials Export Group (Miss J. Tomlinson, 01-636 6920). FPB contact P. Crowe ext. 325. Cut off date 29.10.77.

Nigeria 22 April-5 May 1978. Federation of Sussex Industries (Mrs N. Potter, Brighton 26189). FPB contact P. Crowe ext. 325. Cut off date 22.11.77.

Nigeria 15-26 May 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact P. Crowe ext. 325. Cut off date 15.12.77.

Nigeria 11-22 June 1978. British Refrigeration and Air Conditioning Association (C. H. R. Clive-Powell 01-540 9453). FPB contact P. Crowe ext. 325. Cut off date 3.3.78.

Americas, including the Caribbean

1977

Canada 29 October-5 November 1977. Birmingham Chamber of Industry and Commerce (B. Carnes 021-454 6171). FPB contact J. E. Henderson ext. 318. Cut off date passed.

Venezuela, Surinam 30 October-11 November 1977. Export Association of Nottingham (A. W. Palmer, Nottingham 293360) FPB contact. Ms A. V. Woodward ext. 576. Cut off date passed.

USA, Canada 31 October-11 November 1977. British Knitting Export Council (A. R. Bicknell, 01-734 6277). FPB contact J. E. Henderson ext. 318. Cut off date passed.

Canada, USA 12-20 November 1977. Agricultural Engineers' Association (E. Lanning, 01-828 7973). FPB contact Miss F. Cooleen ext. 7097. Cut off date passed.

Venezuela 15-25 November 1977. Federation of Sussex Industries (Mrs N. Potter, Brighton 26282). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Brazil, Mexico 27 November-10 December 1977. Association of British Oceanic Industries (M. Armstrong 01-930 1696). FPB contact Ms A. V. Woodward ext. 576). Cut off date passed.

USA, Canada 28 November-7 December 1977. London Chamber of Commerce (G. Higginbotham 01-248 4444). FPB contact M. P. Marshall ext. 7242. Cut off date passed.

1978

USA 21-28 January 1978. Birmingham Chamber of Industry and Commerce (T. A. Jackson, 021-454 6171). FPB contact J. Henderson ext. 318. Cut off date passed.

USA, Canada 25-31 January 1978. Scottish Development Agency (W. R. V. Percy, 031-343 1911). FPB contact J. E. Henderson ext. 318. Cut off date passed.

USA 9-16 February 1978. British Homesewing and Needlecrafts Council (I. G. Smith, 0422 59161). FPB contact M. P. Marshall ext. 7242. Cut off date passed.

Mexico 17 February-3 March 1978. London Chamber of Commerce (M. Worsley, 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Trinidad, Venezuela 18 February-4 March 1978. Birmingham Chamber of Industry and Commerce (B. Carnes, 021-454 6171). FPB contact Ms A. V. Woodward ext 576. Cut off date passed.

Brazil, Venezuela 20 February-13 March 1978. Westminster Chamber of Commerce (E. V. Notcutt, 01-734 2851). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Canada, USA 24 February-3 March 1978. Scottish Development Agency (W. R. V. Percy, 031-343 1911). FPB contact Miss L. E. Novell ext. 7204. Cut off date 28.10.77.

USA, Canada 27 February-10 March 1978. London Chamber of Commerce (G. Higginbotham 01-248 4444). FPB contact M. P. Marshall ext. 7242. Cut off date 21.11.77.

USA, Canada 1-14 March 1978. Leather Institute (B. Cox 01-407 1582). FPB contact J. E. Henderson ext. 318. Cut off date 31.10.77.

USA 11-25 March 1978. Coventry Chamber of Commerce (A. Durham 0203-51777). FPB contact J. E. Henderson ext. 318. Cut off date 31.10.77.

Brazil 14-25 March 1978. Gauge and Toolmakers' Association (T. E. Williams, High Wycombe 444 645). FPB contact Ms A. V. Woodward ext. 576. Cut off date passed.

Mexico 30 March-7 April 1978. Merseyside Chamber of Commerce (C. P. Mercier, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date 28.10.77.

3 MISSIONS

Where BOTB support is planned or under consideration

USA, Canada 1-17 April 1978. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact M. Thorogood ext. 7094. Cut off date 29.11.77.

Canada, USA 3-14 April 1978. Bradford Chamber of Commerce (M. A. Sewell 0274 28166). FPB contact M. P. Marshall ext. 7242. Cut off date 3.12.77.

Argentina, Paraguay and Uruguay 6-21 April 1978. London Chamber of Commerce (M. Worsely 01-248 4444). FPB contact Ms A. V. Woodward ext. 576. Cut off date 6.12.77.

USA 8-15 April 1978. Birmingham Chamber of Industry and Commerce (B. Carnes, 021-454 6171). FPB contact J. Henderson ext. 318. Cut off date 11.11.77.

USA, Australia, Singapore 9-18 April 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact M. Thorogood ext. 7094. Cut off date passed.

USA 24 April-5 May 1978. North of England Development Council (A. Wilson 0642-612525). FPB contact M. P. Marshall ext. 7242.

USA 1-10 May 1978. British Food Export Council (P. Platten 01-480 6594). FPB contact Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

USA 26 May-16 June 1976 Westminster Chamber of Commerce (J. B. Turner 01-734 2851). FPB contact Miss L. E.Novell ext. 7204. Cut off date not yet arranged.

Brazil 27-30 June 1978. Association of British Oceanic Industries (M. Armstrong 01-930 1696). FPB contact Ms A. V. Woodward ext. 576. Cut off date 28.2.78.

Canada 6-15 July 1978. British Food Export Council (P. Platten 01-480 6594). FPB contact Miss L. E. Novell ext. 7204. Cut off date not yet arranged.

Venezuela 1-15 September 1978. Merseyside Chamber of Commerce (P. H. Hordley, 051-227 1234). FPB contact Ms A. V. Woodward ext. 576. Cut off date 31.3.78.

Mexico 18-30 September 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Ms A. V. Woodward ext. 576. Cut off date 30.4.78.

Asia (Far East)

1977

Japan 24 October-10 November 1977. Society of Motor Manufacturers and Traders (J. Nason, 01-235 7000). FPB contact R. King ext. 7317. Cut off date passed.

Japan 28 October-9 November 1977. Northern Ireland Chamber of Commerce (B. Chalmers, Belfast 34488). FPB contact R. King ext. 7317. Cut off date passed.

Singapore, Indonesia 28 October-11 November 1977. Leicester and County Chamber of Commerce and Industry (H. L. Milliard, Leicester 27171). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Singapore, Malaysia 4-18 November 1977. Society of Motor Manufacturers and Traders (K. Wallis, 01-235 7000). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Korea (Republic of South Korea) 7-16 November 1977 Machine Tool Trades Association (D. Bromige, 01-402 6671). FPB contact R. King ext. 7317. Cut off date passed.

Japan and Hong Kong (Japan 7-19 November; Hong Kong 20-26 November) 7-26 November 1977. London Chamber of Commerce and Industry (Miss D. Wright, 01-248 4444). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Singapore, Malaysia 18 November-3 December 1977. Cardiff Chamber of Commerce (R. C. Smale, Cardiff 21648). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Japan 25 November-10 December 1977. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact R. King ext. 7317. Cut off date passed.

Philippines, Singapore 25 November-10 December 1977. London Chamber of Commerce and Industry (E. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date passed.

Hong Kong, Singapore November-December 1977. Sheffield Chamber of Commerce (J. S. Hambridge, Sheffield 730114). FPB contact R. I. Elliott ext. 360. Cut off date passed.

1978

Hong Kong, Japan 7-26 January 1978. British Menswear Guild (P. A. McGrath, 01-434 1894). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Hong Kong, Japan 7-26 January 1978. British Knitting Export Council (A. R. Bicknell, 01-734 6277). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Hong Kong, Japan 7-26 January 1978. National Children's Wear Association (J. Law, 01-636 1833). FPB contact R. I. Elliott ext. 360. Cut off date passed.

Singapore 15 February-4 March 1978. Association of British Oceanic Industries (M. Armstrong, 01-930 1696). FPB contact P. A. Greig ext. 7099. Cut off date 12.10.77.

Japan 20 February-1 March 1978. Scottish Council Development and Industry (D. Reid, 031-225 7911). FPB contact R. King ext. 7317. Cut off date passed.

Japan, Hong Kong 6-23 March 1978. Coventry Chamber of Commerce (R. Millington, Coventry 51777). FPB contact R. King ext. 7317. Cut off date 31.10.77.

Japan 13-24 March 1978. British Carpet Manufacturers' Association (G. H. Davidson, 01-839 2145). FPB contact R. I. Elliott ext. 360. Cut off date 10.11.77.

Singapore, Malaysia, Hong Kong 31 March-20 April 1978. South Wales Exporters' Club (C. Blanch, Cardiff 885701). FPB contact P. A. Greig ext. 7099. Cut off date 28.10.77.

Singapore, Malaysia 15-29 April 1978. Birmingham Chamber of Industry and Commerce (C. J. Harvey, 021-454 6171). FPB contact P. A. Greig ext. 7099. Cut off date 15.11.77.

Singapore, Malaysia 28 April -12 May 1978. Walsall Chamber of Commerce and Industry (N. E. Turner, Walsall 25671). FPB contact P. A. Greig ext. 7099. Cut off date 11.11.77.

Hong Kong, Singapore 1-12 May 1978. Export Association of Nottingham (Mrs B. A. Paling, Nottingham 293360). FPB contact R. King ext. 7317. Cut off date 6.1.78.

Philippines 12-27 May 1978. Merseyside Chamber of Commerce and Industry (P. H. Hordley, 051-227 1234). FPB contact P. A. Greig ext. 7099. Cut off date 12.12.77.

Japan 20 May-2 June 1978. Society of Motor Manufacturers and Traders (J. N. Nason 91-235 7000). FPB contact R. I. Elliott ext. 360.

Singapore, Malaysia 2-16 June 1978. London Chamber of Commerce and Industry (E. M. MacDonald, 01-248 4444). FPB contact P. A. Greig ext. 7099. Cut off date not yet arranged.

Japan 10-24 June 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact R. King ext. 7317. Cut off date 31.1.78.

5-18 July 1978. British Jewellery and Giftware Federation. (J. W. F. McConnell 01-606 2451). FPB contact R. I. Elliott ext. 360.

Philippines, Thailand 29 September-14 October 1978. Agricultural Engineers' Association (E. C. Lanning, 01-828 7973/6). FPB contact P. A. Greig ext. 7099. Cut off date 30.5.77.

Asia (Middle East)

1977

Israel 17-28 October 1977. London Chamber of Commerce (I. MacDonald, 01-248 4444). FPB contact P. Crowe ext. 325. Cut off date passed.

Saudi Arabia 21-31 October 1977. British Electrical and Allied Manufacturers' Association (Mr Masters, 01-437 0678). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Bahrain, Abu Dhabi, Dubai, Oman 28 October-19 November 1977. Slough and District Chamber of Commerce (J. Peck, Slough 33633). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Egypt 17-24 October 1977. British Agricultural Export Council (J. Thornelow, 01-245 9819). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Iraq, Iran 7-19 November 1977. British Printing Machinery Association (Mrs L. Fox, 01-405 9619). FPB contact J. M. Milne ext. 602 Cut off date passed.

Kuwait, Bahrain 25 November-2 December 1977. British Food Export Council (P. C. Platten, 01-480 6594). FPB contact J. M. Milne ext. 602. Cut off date passed.

Morocco 27 November-7 December 1977. London Chamber of Commerce (J. Muir, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date passed.

Iraq 30 November-7 December 1977. The Scottish Council Development and Industry (J. D. Anderson 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date passed.

Iran 2-14 December 1977. Westminster Chamber of Commerce (J. B. Turner, 01-734 2851). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 2-12 December 1977. Birmingham Chamber of Commerce (G. Ashmore, 021-454 6171). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Dubai, Bahrain 2-16 December 1977. Bristol Chamber of Commerce (Mrs B. Childs, Bristol 37081). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Egypt 9-16 December 1977. Machine Tools Trade Association (D. Bromige, 01-402 6671). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

1978

Iran, Iraq 13-27 January 1978. Coventry Chamber of Commerce. (A. Durham, Coventry 51777). FPB contact J. M. Milne ext. 602. Cut off date passed.

Egypt 20-27 January 1978. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 3-23 February 1978. Manchester Chamber of Commerce (D. M. Arrandale, 061-832 5574). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Iran, Kuwait 10-22 February 1978. Northern Ireland Chambar of Commerce (B. Chalmers, Belfast 34488). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 12-26 February 1978. Development Corporation for Wales (M. Lewis, Cardiff 21208). FPB contact P. G. H. Robinson ext. 7314. Cut off date passed.

Egypt 18-25 February 1978. Gauge and Tool Makers' Association (A. R. Smith, High Wycombe 444645). FPB contact J. M. Milne ext. 602. Cut off date passed.

Kuwait, Gulf 26 February-1 March 1978. British Knitting Export Council (A. R. Bicknell, 01-734 6277). FPB contact P. G. H. Robinson ext. 7314. Cut off date 17.10.77.

Abu Dhabi, Dubai 3-13 March 1978. London Chamber of Commerce and Industry (Miss S. Hirst, 01-248 4444). FPB contact J. M. Milne ext. 602. Cut off date 28.10.77.

Saudi Arabia 3-16 March 1978. Scottish Council Development and Industry (J. D. Anderson, 031-225 7911). FPB contact J. M. Milne ext. 602. Cut off date passed.

Kuwait, Bahrain, Qatar, Oman 3-17 March 1978. Kent and Sussex Exporters' Club (T. P. Veitch, Tunbridge Wells 22042). FPB contact P. G. H. Robinson ext. 7314. Cut off date 1.11.77.

Iran 10-17 March 1978. Leicester and County Chamber of Commerce (A. H. Green, Leicester 27171). FPB contact J. M. Milne ext. 602. Cut off date passed.

Saudi Arabia 31 March-13 April 1978. Leicester Chamber of Commerce (A. Green, Leicester 27171). FPB contact P. G. H. Robinson ext. 7314. Cut off date 29.11.77.

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 31 March-20 April 1978. British Furniture Manufacturers'

FPB contact

Names and telephone extensions are given against each item for the contact at Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU.

01-248 5757

Federated Associations (J. Diab, 01-580 6300). FPB contact P. G. H. Robinson ext. 7314. Cut off date 28.11.77.

Egypt 8-15 April 1978. Coventry Chamber of Commerce (A. Durham, Coventry 51777). FPB contact J. M. Milne ext. 602. Cut off date 11.11.77.

Saudi Arabia 14-27 April 1978. Westminster Chamber of Commerce (J. Turner, 01-734 2851). FPB contact P. G. H. Robinson ext. 7314. Cut off date 13.12.77.

Iran 12-19 May 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact J. M. Milne ext. 602. Cut off date 16.12.77.

Lebanon, Iran, Iraq 25 May-16 June 1978. Engineering Industries Association (Col R. E. Scott, 01-863 9188). FPB contact J. M. Milne ext. 602. Cut off date 31.12.77.

Australasia

1977

Australia, New Zealand 28 October-20 November 1977. Coventry Chamber of Commerce (R. Millington Coventry 51777). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

New Zealand 3-15 November 1977. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 3-24 November 1977. Lighting Industry Federation (D. Pinder, 01-636 0766). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 12 November-3 December 1977. Birmingham Engineering and Building Centre (D. W. Perkins, 021-643 1914). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

1978

Australia, New Zealand 26 January-1 March 1978. Irish Linen Guild (M. Elson, 01-616 1794). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 27 January-17 February 1978. Council of British Manufacturers of Petroleum Equipment (R. R. Lack, 01-637 8841). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 6-17 February 1978. North of England Development Council (A. Wilson, Stockton-on-Tees 612525). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 20 February-12 March 1978. North Staffordshire Chamber of Commerce and Industry (J. Glover, Stoke-on-Trent 44731). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia 12-25 March 1978. Birmingham Chamber of Industry and Commerce (G. Ashmore, 021-454 6171). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date passed.

Australia, New Zealand 1-22 April 1978. London Chamber of Commerce (Miss D. Wright, 01-248 4444). FPB contact Mrs. W. M. MacIver ext. 7093. Cut off date 1.12.77.

Australia, New Zealand 29 April-19 May 1978. Society of Motor Manufacturers and Traders (J Nason 01-235 7000). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 29.12.77.

Australia 7-21 May 1978. British Jewellery and Giftware Federation (J. W. McConnell 01-606 0871). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 6.1.78.

Australia, New Zealand 17 May-8 June 1978. The Scottish Council Development and Industry (J. Anderson 031-225 7911). FPB contact Mrs W. M. MacIver ext. 7093. Cut off date 17.1.78.

Europe

1977

Poland 21-26 November 1977. North of England Development Council (A. Wilson, Stockton-on-Tees, 612525). FPB contact M. Dempsey ext. 7246. Cut off date passed.

Finland, Norway 22 November-1 December 1977. London Chamber of Commerce (I. McDonald, 01-248 4444). FPB contact T. G. Webb ext. 7207. Cut off date passed.

1978

Yugoslavia, Greece 7-20 May 1978. Coventry Chamber of Commerce and Industry (A. Durham, Coventry 51777). FPB contact Miss M. Goldberg ext. 7205. Cut off date 7.1.78.

4 OTHER OVERSEAS FAIRS

Events listed in section 1 are not included in section 4.

Inquiries
Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).
* Event held annually at approximately the time stated.
† Event held in alternate years at approximately the time stated.

General

1977

BOLIVIA: Cochabamba International Fair. 15-30 October 1977.

SANTIAGO: FISA '77. International Fair. 27 October-13 November 1977.

NIGERIA: Kaduna Trade Fair. 14-19 November 1977.

LIMA, PERU: Pacific International Fair. November 1977.

ZAGREB: New Year's Fair. 17-29 December 1977.

1978

KHARTOUM: First International Fair of Khartoum. 19-27 January 1978.

SAUDI ARABIA: International Trade Fair. 15-29 March 1978.

UTRECHT: International Trade Fair (Spring). March 1978.

VIENNA: International Trade Fair (Spring). March 1978.*

LYONS: International Trade Fair. 1-10 April 1978.

MARSEILLES: International Spring Fair. 7-17 April 1978.

MILAN: International Samples Fair. 14-23 April 1978.*

LILLE: International Trade Fair. 14-24 April 1978.

METZ: International Spring Fair. 15-23 April 1978.

SAARBRUCKEN: International Saar Fair. April 1978.*

BASLE: Swiss Industries Fair. 15-24 April 1978.

GRAZ: Spring Fair. 29 April-7 May 1978.*

PARIS: International Trade Fair (Foire de Paris). 29 April-15 May 1978.

BORDEAUX: International Trade Fair. 20-29 May 1978.

PADUA: Padua International Fair. May/June 1978.*

CYPRUS: 3rd International (State) Fair. 26 May-11 June 1978.

BARCELONA: International Trade Fair. June 1978.

ISMIR: International Trade Fair. August-September 1978.*

STRASBOURG: International Trade Fair. 7-18 September 1978.

MARSEILLES: International Autumn Fair. 22 September-2 October 1978.

SALONIKA: 43 Thessaloniki Trade Fair (TIF '78). 10-24 September 1978.

UTRECHT: International Trade Fair (Autumn). September 1978.*

VIENNA: International Trade Fair (Autumn). September 1978.*

BERLIN: German Industries Exhibition. 16-24 September 1978.†

GRAZ: Autumn Fair. 30 September-8 October 1978.*

METZ: International Autumn Fair (Expofim). 30 September-9 October 1978.

DUSSELDORF: IKM – Capital Goods Exhibition for Small and Medium Sized Manufacturers, Craftsmen and Trade. 6-10 October 1978.

Dakar 3rd. International Trade Fair. 28 November-10 December 1978.

1979

UTRECHT: International Spring Fair. March 1979.

LYONS: International Trade Fair. April 1979.

METZ: International Spring Fair. April 1979.

MARSEILLES: International Spring Fair. April 1979.

LILLE: International Trade Fair. April 1979.

BORDEAUX: International Trade Fair. May 1979.

PARIS: International Trade Fair (Foire de Paris). May 1979.

METZ: International Industrial Goods Fair (Equipex). June 1979.

METZ: International Autumn Fair. October 1979.

Agriculture, forestry, fishing and agricultural machinery

1977

OTTAWA: Forest Industries Equipment Exhibition. October 1977.

OPORTO: 4th International Food, Agricultural and Industrial Exhibition. 14-23 October 1977.

SYDNEY: 4th Meat and Allied Trades Fair. 17-19 October 1977.

CAIRO: International Exhibition for Agriculture and Irrigation Requirements. 17-28 October 1977.

TEHRAN: International AGWA Food Fair. 28 October-4 November 1977.

SYDNEY: Orange National Field Days. 14-17 November 1977.

DAKAR: 1st Agricultural and Hydro-Equipment Fair. 1-7 December 1977.

1978

BERLIN: International Green Week. 27 January-5 February 1978.*

COLUSA, CA: 13th Colusa Orchard and Farm Equipment Show. February 1978.

TULARE: California Farm Equipment Show. 14-16 February 1978.

PARIS: Leisure Power Cultivation. 5-12 March 1978.

DUBAI: Middle East Farming Exhibition '78. 30 April-6 May 1978.

NOVI SAD: International Agricultural Fair. May 1978.

MUNICH: Exhibition of the Technology of Forestry and Forest Industries (Interforst). 30 May-4 June 1978.

4 OTHER OVERSEAS FAIRS

KLAGENFURT: Austrian Timber Fair. August 1978.*

VANCOUVER: Forest Industries Equipment Exhibition. September 1978.

RIO DE JANEIRO: XVI World's Poultry Congress. 17-21 September 1978.

LIMA, PERU: Equipment and Machinery for the Forestry Industry (Technoforest). 3-12 November 1978.

1979

PARIS: Leisure Power Cultivation Show. March 1979.

Books and periodicals

1977

BELGRADE: International Book Fair. October 1977.

1978

MONTREAL: International Book Fair. April 1978.

NICE: International Book Festival. 5-10 May 1978.

BELGRADE: International Book Fair. October 1978.

1979

NICE: International Book Festival. May 1979.

BELGRADE: International Book Fair. October 1979.

Building, public works and construction equipment

1977

BOLOGNA: International Building Exhibition. 8-16 October 1977.

YEREVAN, USSR: Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials. 11-21 October 1977.

DUBAI: Middle East Construction Exhibition. 30 October-5 November 1977.

1978

LAS VEGAS: Concrete and Aggregate Convention. 21-25 January 1978.

VERONA: International Earth Moving and Construction Equipment Exhibition (Samoter). February 1978.

SALONIKA: 6th International Fair or Marbles, Minerals, Building Materials Equipment (Marmin '78). 9-14. June 1978.

ROTTERDAM: Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie). September 1978.

BOLOGNA: International Building Exhibition. October 1978.

Chemicals and allied industries including plastics

1977

POZNAN: International Trade Fair for Chemistry (Chemia). 16-23 October 1977.

CHICAGO: Exposition of Chemical Industries. 5-8 December 1977.

PARIS: International Chemical Exhibition (Interchimie). 5-10 December 1977.

HONG KONG: Industrial Chemicals Show. 9-13 December 1977.

1978

BOMBAY: Chemical and Technical Exhibition and Congress. 18-25 January 1978.

STUTTGART: Colour Chemists Exhibition (Farbe). 23-26 February 1978.

MILWAUKEE: Off Highway Vehicle Exposition. September 1978.

TORONTO: Canadian Chemical and Process Equipment Exhibition. September 1978.

BARCELONA: International Chemical Exhibition (Expoquima). 21-30 November 1978.

1979

SINGAPORE: Asian International Chemical and Process Engineering and Contracting Show. 16-19 January 1979.

SALONIKA: International Plastics Exhibition. 12-19 May 1979.

NEW YORK: Exposition of Chemical Industries. December 1979.

Clothing

1977

THESSALONIKA: 6th Hellenic and International Fashion Fair. 9-11 December 1977.

1978

COLOGNE: International Men's Fashion Week. February 1978.

LAS VEGAS: 63rd Annual Convention and Trade Show of the Menswear Retailers of America. February 1978.

PARIS: International Fur Trade Exhibition. 8-12 April 1978.

BERLIN: Fashion Week (including Interchic). April 1978.*

VIENNA: Ladies' Fashion Show. April 1978.*

ZURICH: International Fashion Show (Modexpo). April 1978.

MUNICH: International Fashion Week. 2-6 April 1978.*

BAGHDAD: Ready-made Clothing. 7-15 April 1978.

WIESBADEN: International Millinery Trade Fair (Interhut). June 1978.*

BERLIN: Fashion Week (including Interchic). October 1978.*

THESSALONIKA: Hellenic Fashion Fair. 2-5 October 1978.

VIENNA: Ladies' Fashion Show. October 1978.*

ZURICH: International Fashion Show (Modexpo). October 1978.

MUNICH: International Fashion Week. 1-5 October 1978.

WIESBADEN: International Millinery Trade Fair (Interhut). November 1978.*

1979

PARIS: International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter). March 1979.

PARIS: International Fur Trade Exhibition. March 1979.

Display and shop equipment

1977

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). 6-11 November 1977.

1979

PARIS: International Shopfitting and Trade Equipment Exhibition (Equipmag). November 1979.

Engineering, electrical and electronic, including radio and television

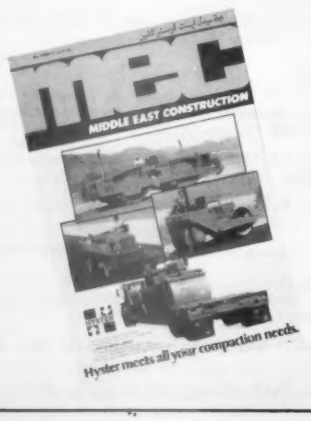
1977

MOSCOW: Optics used by Man, Science and Industry and in Culture and Everyday Life (Optika '77). 13-23 October 1977.

NIAGARA FALLS: Instrument Automation Conference and Exhibition (ISA). 17-20 October 1977.

SYDNEY: 3rd International Electrical, Electronic Engineering, Measurment and Control Exhibition and Convention. 18-21 October 1977.

HELSINKI: 7th Professional Electronics Exhibition (Elkom). 18-21 October 1977.



MIDDLE EAST CONSTRUCTION

The Middle Eastern markets are THE markets for enterprising exporters. MIDDLE EAST CONSTRUCTION has rapidly established itself as THE English language monthly medium through which British firms can influence the specification and sale of their products, services and expertise. Every edition produces hundreds of worthwhile enquiries from construction readers in the oil rich states which are forwarded to our advertisers.

To find out what's going on in this rapidly expanding market, and to make certain that you share in this success story, become an annual subscriber at £18.00 (post paid) by sending your remittance (cheques payable to MIDDLE EAST CONSTRUCTION) to Ron Dullage at New World Publishers Ltd., Room 212, Surrey House, 1 Throwley Way, Sutton, Surrey SM1 4QQ, or for further advertising details contact Michael Wills, Advertisement Manager, Room 107 at the above address or phone him on 01-643 8040, ext. 4335.

ENCIRCLE TI 46 ON PAGE 30 FOR FURTHER INFORMATION

BUDAPEST: 3rd International Exhibition of Industrial Electronics (Mipel). 19-23 October 1977.

1978

CALIFORNIA, SAN MATEO: Semicon West 1978. May 1978.

1979

SALONIKA: International Engineering Exhibition. 12-19 May 1979.

1978

PLOVDIV: Domestic and Industrial Electronic Equipment. May/June 1978.

SINGAPORE: South-East Asia Electronics Convention (Seacon). 9-15 July 1978.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1978.

PHILADELPHIA: nstrument Automation Conference and Exhibition (ISA). October 1978.

1979

PARIS: International Audio Visual and Communications Exhibition. January 1979.

CANNES: Market for Videocassette Programmes and Equipment (Vidcom). September 1979.

TORONTO: International Electronics Exposition. September 1979.

Engineering, other

1977

CHICAGO: Materials Show. 25-27 October 1977.

BUCHAREST: Exhibition of Industrial Diamonds, Abrasive Tools and Materials, Chipping Tips (Diamante Industriale si Aliaje Dure). 8-11 November 1977.

1978

BASLE: Eurotunnel '78. 28 February-3 March 1978. Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts. (St Albans 63213).

BILBAO: International Machine Tools Trade Fair. March 1978.

BASLE: International Powder Technology and Bulk Solids Exhibition and Conference (Powtech '78). 7-10 March 1978.

ZURICH: 6th International Power Transmission Exhibition. March/April 1978.

PARIS: International Woodworking Machinery Exhibition (Expobois). 31 March-5 April 1978.

PHILADELPHIA: SEM International Tool and Manufacturing Exposition and Engineering Conference. April 1978.

BAGHDAD: Hand Tools Equipment. 1-8 May 1978.

YEREVAN: Exhibition of Machinery and Equipment for the Extraction Treatment and Mechanical Processing of Stone Materials. May 1978.

PARIS: French Marine Tool Welding and Mechanical Equipment Exhibition. 2-9 June 1978.

TOKYO: International Mechnical Handling Exhibition. June 1978.

LIMA, PERU: Andean Pact Metal-Mechanical Industry (Andimec). 3-12 November 1978.

LIMA, PERU: Mining Equipment and Machinery (Technomin). 3-12 November 1978.

Foodstuffs, food machinery, hotel and catering equipment

1977

OPORTO: International Exhibition of Food, Beverages, Processing Plant and Allied Industries. 21-30 October 1977.

BARCELONA: Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel). 22-30 October 1977.

TEHRAN: International AGWA Food Fair. 28 October-4 November 1977.

MUNICH: International Exhibition of Hotel and Catering Trades (Igafa). 4-10 November 1977.†

1978

BRUSSELS: European Professional Fair for Industry and Handicraft of Bakery. February 1978.

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). 11-15 February 1978.

UTRECHT: International Food Fair (ROKA). February 1978.†

BARCELONA: International Food Fair. March 1978.

TOKYO: International Food Exhibition. March 1978.

TOKYO: International Hotel and Restaurant Show. March 1978.

SALONIKA: 3rd International Fair of Food Beverages Equipment (DE Trop '78). 14-19 April 1978.

STUTTGART: International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra). April 1978.

CHICAGO: National Restaurant/Hotel/Motel Convention and Exhibition. May 1978.

TOKYO: International Frozen Foods Industry Exhibition. June 1978.

MUNICH: International Food Industry Trade Fair (Ikofa). 14-20 September 1978.†

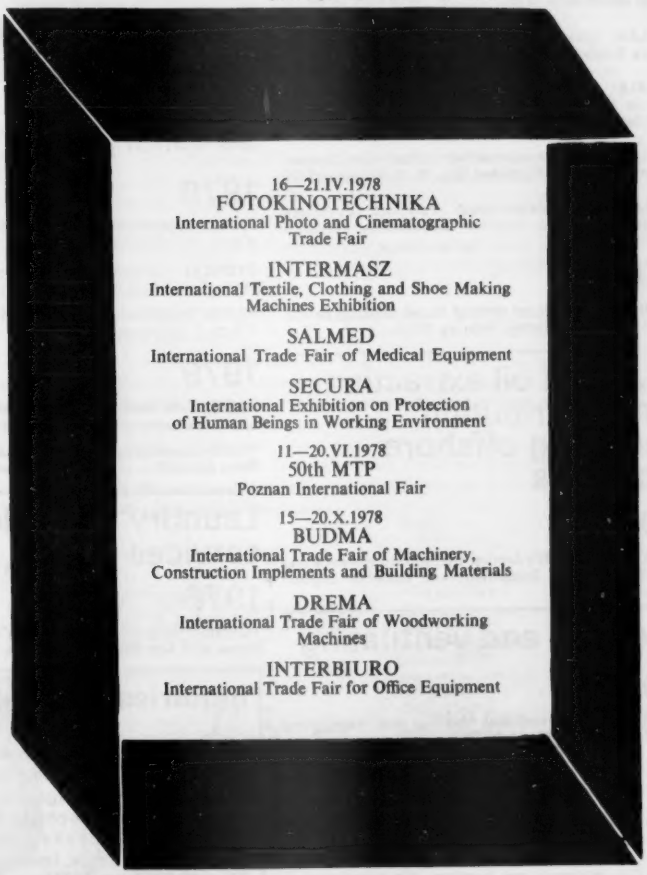
PARIS: Food Manufacturing Processing – International Exhibition. 13-19 November 1978.

PARIS: International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic). 13-20 November 1978.

50

POZNAN
THE
FAIR PROGRAMME
1978

Detailed information available on request from the PIF Management, Glogowska 14, 60-734 Poznan, Poland
tel. 612-21, telex: 0415210, cable: targ pl



ENCIRCLE TI 49 ON PAGE 30 FOR FURTHER INFORMATION

4 OTHER OVERSEAS FAIRS

1979

PARIS: International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc). February 1979.

Furniture, furnishings, household equipment and hardware

1977

VALENCIA: International Furniture Fair. October 1977.

MONTREAL: International Conference and Exhibition of the Furniture and Woodworking Industry (Infote Canada). 21-23 October 1977.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. 21-27 November 1977.

BORDEAUX: Domestic Equipment (Conforexpo). 31 October-11 November 1977.

1978

DUBAI: Middle East Furniture and Furnishings Exhibition '78. 5-11 February 1978.

PARIS: International Arts of Home-Making (Art Menagers). 4-13 March 1978.

PARIS: Exhibition of Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal). 31 March-5 April 1978. (553 86 30.)

TEHRAN: International Furniture and Decoration Fair. 20-26 June 1978.

MILAN: International Household Goods and Hardware Exhibition (Macef). September 1978.

BASLE: International Trade Fair for Hardware, Tools, Household and Technical Toys (Interferex). 3-5 September 1978.

SALONIKA: International Fair of Furniture, Decoration Equipment (Furnidec '78). 10-15 November 1978.

BELGRADE: International Fair of Furniture, Accessories and Interior Decoration. November 1978.

1979

PARIS: International Arts of Home-Making Exhibition (Arts Menagers). February 1979.

Gas and oil extraction and distribution including offshore activities

1979

LOS ANGELES- 6th Annual Oil Spill Conference and Instrumentation Equipment and Supplies Exposition. March 1979.

Heating and ventilating

1978

UTRECHT: International Heating and Ventilating Exhibition. 8-14 March 1978.

ZURICH: International Heating Air Conditioning and Sanitation Exhibition. Spring 1978.

STOCKHOLM: Heating, Ventilating, Sanitary and Plumbing Fair (VVS '78). 19-24 May 1978.

TOKYO: International Heating, Air Conditioning and Sanitary Engineering Exhibition. October 1978.

Horticulture and horticultural equipment

1977

STUTTGART: Federal Garden Show. 29 April-23 October 1977.

1978

KARLSRUHE: Trade Exhibition for Commercial Horticulture (Technik im Gartenbau). September 1978.†

Hospital, medical, surgical and dental equipment

1977

BRUSSELS: International Exhibition of Medical and Hospital Equipment. October 1977.

ADELAIDE: Royal Australasian College of Physicians Scientific Meeting and Trade Medical Exhibition. 19-21 October 1977.

LYON: Pharmaceutical Congress and Exhibition (Ipharmex). 17-20 November 1977.

NEW ZEALAND: Hospital Equipment and Supplies Fair. 28 November-2 December 1977.

1978

USA: International Society for Medical Technology Biennial Meeting and Exhibition. June 1978.

BASLE: International Fair for the Rehabilitation and Integration of the Disabled. 4-9 July 1978.

PARIS: European Congress of Anaesthesiology. 4-9 September 1978.

MADRID: Dental Exhibition (Expodent). 25-30 September 1978.

1979

NUREMBERG: International Orthopaedic Technology Congress and Exhibition. 23-26 May 1979.

Jewellery and giftware

1978

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). 11-16 January 1978.

SYDNEY: Centrepoint – 8th International Gift Trade Fair. 19-23 February 1978.

PARIS: Exhibition of Art Manufacturers (Ateliers d'Art). 7-12 September 1978.

1979

PARIS: Exhibition of Commercial and Professional Art Manufacturers (Ateliers d'Art). January 1979.

PARIS: Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca). September 1979.

Laundry and allied services

1978

TORONTO: Canadian Launderers' and Dry Cleaners' Show and Car Wash Exposition. 3-5 October 1978.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents whose names and addresses may be obtained from the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

Leather, leather goods and fur

1977

PIRMASENS: Leather Week. 8-10 November 1977.*

1978

PARIS: Leathergoods and Luggage Exhibition. January 1978.

OFFENBACH: International Leathergoods Fair. February 1978.*

BOLOGNA: International Shoe and Leather Fair. March 1978.

PIRMASENS: Leather Week. 9-11 May 1978.*

OFFENBACH: International Leathergoods Fair. August 1978.*

PIRMASENS: Leather Week. 7-9 Nobember 1978.*

1979

PARIS: Leathergoods and Luggage Exhibition. January 1979.

Motor vehicles, motor cycles and cycles

1977

BUCHAREST: Exhibition of Motor Car Accessories, Motor Car Condition Assessment Equipment, Motor Vehicle Maintenance Technologies, Road Traffic Control Systems (Auto-Service). 1-4 November 1977.

KUALA LUMPUR: International Boat Show. 2-18 December 1977.

1978

SALZBURG: International Trade Exhibition for Spares, Accessories, Tools, Workshop and Service Station Equipment. January 1978.

TORONTO: Automobile Show. February 1978.

AMSTERDAM: International Commercial Vehicle Exhibition. February 1978.†

GENEVA: International Motor Show. March 1978.

BELGRADE: International Motor Show. April 1978.

1979

BELGRADE: International Motor Show. April 1979.

Music and musical instruments

1977

ZAGREB: Record and Acoustic Appliances and Equipment Exhibition (Interdisc '77). 24-27 November 1977.

Office machinery and equipment

1977

FRANKFURT: Office Supplies Exhibition. 25-28 October 1977.

1978

VIENNA: International Office Organisation Exhibition (Ifabo). May 1978.*

BRUSSELS: 22nd International Fair of Office Equipment and Data Processing (Bureau). September 1978.

STUTTGART: Office Equipment Trade Exhibition. 26-30 September 1978.

STUTTGART: Office Machinery and Office Furniture Exhibition (Das Moderne Buro). October 1978.†

The great success story continues...

TODAY & TOMORROW

TODAY, a unique complex of Conference Halls, the largest seating 1350, with 3 Exhibition Halls providing over 10,000 sq. meters of floor space plus accommodation for over 2,000 delegates.

TOMORROW, an exciting new Municipal Complex providing a 2,000 seater purpose-built auditorium of international standard and an extra 2,000 sq. metres of exhibition space.

For full details and Conference Brochure write or ring Tony Miles,
Director of Resort Services, Harrogate, N. Yorkshire.
Phone 0423 65652. Telex 57895

HARROGATE
Britain's most successful Conference & Exhibition Centre

ENCIRCLE TI 40 ON PAGE 30 FOR FURTHER INFORMATION

Expoworld

EXHIBITION AND TRADE FAIR NEWS — SEPTEMBER 1977

The first NEWS journal to provide communication between Exhibitors, and Organisers, Contractors and Hall Owners.

Packed with international news and views . . . on products, materials and services, travel. On-site reports of European facilities.
Controversial items discussed.

CONTAINS THE MOST COMPREHENSIVE WORLD-WIDE CALENDAR OF EXHIBITIONS AND TRADE FAIRS, INCLUDING FULL INFORMATION ON ORGANISERS THROUGHOUT THE WORLD....

GOT YOUR COPY YET?

Apply for readership application form/advertising rates to Howard Belcham Magnum Publications Ltd., 110-112 Station Road East, Oxted Surrey England. Telephone: Oxted (08833) 7755 (London Code: 988) Telex: 95359
Publishers of Wire Industry and Furniture Manufacturer for over 40 years.
A member of PUBLEX International Group

ENCIRCLE TI 44 ON PAGE 30 FOR FURTHER INFORMATION

You're exhibiting in North America

So your planning, your control, has got to be ten times tighter than it ever is at home

Or else

Because you won't arrive there till the last minute. Because you can't telephone your suppliers and contractors every five minutes. Because exhibition rules and regulations are different. Because if you leave something behind when you go, tough.

So, whatever you're doing – whether it's running a complete exhibition, organising a joint venture stand, or just taking a small booth – you can get all the help you need from Giltspur Expo Industries.

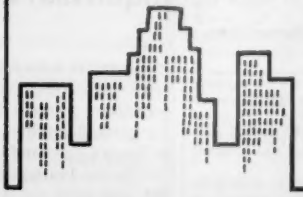
We've designed and built big stands, little stands; supplied everything from complete furnishings and fittings, right down to just a single coffee table.

So we know how to help you. We're happy to take it all on, or just part of it.

In North America, you'll find we've facilities in Chicago, Pittsburgh, Los Angeles, San Francisco, Washington, Rochester. Use us for jobs like stand design, storage and transportation, furnishing hire, stand erection or dismantling, display equipment. Or even just plain old friendly advice.

You can reach us by telephone. As far away as Chicago, as close as Hounslow. Tell us what you want, we'll do the legwork. And leave you free to relax.

Giltspur
International Exhibition Services



Phil Lindsey
Giltspur Expo Industries Ltd
Unit 2
Central Park Estate
Staines Road
Hounslow TW4 5DT
Telephone: 01-572 2121
Telex: 934336

Bruno Mason
Giltspur Expo Industries Inc.
3223 South Western Avenue
Chicago
Illinois 60608
Telephone: (010 1) 312 376 3000
Telex: 254791

ENCIRCLE TI 39 ON PAGE 30 FOR FURTHER INFORMATION

4 OTHER OVERSEAS FAIRS

Packaging machinery and materials including containers

1977

POZNAN: 'Taropak' International Packaging, Handling and Storage Equipment Exhibition. 16-23 October 1977.

1978

TORONTO: International Materials Handling and Distribution Show. 1978.

BARCELONA: 'Graphispack '78' International Printing, Packaging, Conditioning and Bottling Industries Exhibition. 3-12 March 1978.

MUNICH: International Transport Exhibition (Transport '78). 17-21 October 1978.

PADUA: International Exhibition of Mechanical Handling, Storage, Distribution. October 1978.

Photographic equipment

1977

PARIS: International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco). 3-7 October 1977.

POZNAN: 'Fotokinotechnika' International Photo and Cinematographic Trade Fair. 16-23 October 1977.

BUCHAREST: Exhibition of Laboratory and Industrial Photography Apparatus and Materials Research Photography Installations for Various Fields (Foto-Kino). 22-25 November 1977.

Pottery and glass

1978

SYDNEY – Hilton Hotel: 1st International China and Glassware and Tableware Trade Fair. March 1978.

PARIS: International Exhibition of China, Pottery Silverware, Glassware, Pewter and Stainless Stee (SIFE). 2-6 April 1978.

1979

PARIS: International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE). March 1979.

Printing, stationery and printing machinery

1977

POZNAN: 'Poligrafia' International Exhibition of Printing Machines. 16-23 October 1977.

1978

PARIS: International Professional Stationery Exhibition (Sippa). 4-8 February 1978.

1979

PARIS: International Professional Stationery Exhibition (Sippa). February 1979.

Scientific instruments and nuclear equipment

1980

BORDEAUX: International Exhibition and Colloquimon on Nuclear Techniques and New Sources of Energy (Energiexpo). January 1980.

Ships and boats

1978

BRISBANE: 'Telegraph' Boat Show. September 1978.

FRIEDRICHSHAFEN: International Boat Show (Interboot). 30 September-8 October 1978.*

Sports goods and camping equipment, including caravans

1977

TOKYO: 41st Toyko International Sports Goods Fair. November 1977.

1978

STUTTGART: International Exhibition for Caravans, Motors and Tourism (CMT). 28 January-5 February 1978.*

MUNICH: International Sports Equipment Fair (ISPO). February 1978.*

MUNICH: Caravan, Boat and Accessories Exhibition. 4-12 February 1978.

GRENOBLE: International Winter Sports Exhibition. 4-7 March 1978.

PARIS: Summer Sports and Leisure Exhibition (Sisel). 10-12 September 1978.

PARIS: International Caravan Exhibition. 28 September-8 October 1978.

1979

GRENOBLE: International Winter Sports Equipment Trade Show. March 1979.

Textiles and textile machinery

1977

ZAGREB: International Commercial Contract-Making on Textile Products (Kutex). 8-10 November 1977.

1979

SALONIKA: International Fair of Textile, Ready-to-Wear Equipment (Textilia '79). 2-7 March 1979.

Toys and games

1978

PARIS: International Toys and Games Exhibition. 11-17 February 1978.

1979

PARIS: International Toys and Games Exhibition. February 1979.

Inquiries: section 4

Requests for information about trade fair costs and conditions should be made to the organisers or their UK agents.
For general inquiries contact the Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London EC4M 7HU (01-248 5757 ext. 7171).

Watches and clocks

1978

MUNICH: International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta). 9-12 February 1978.*

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

MILAN: International Cleaning and Sanitation Exhibition (Pulisan). November 1977.*

OSAKA: International Anti-Pollution Exhibition. November 1977.

1978

BASLE: First World Recycling Congress. 6-7 March 1978.

DUBAI: Middle East Water Treatment Exhibition '78. 30 April-6 May 1978.

AMSTERDAM: International Exhibition for the Treatment, Storage and Use of Water (Aquatech). September 1978.

HAMBURG: International Oil Pollution Exhibition and Conference (Iopec). 26-30 September 1978.

PARIS: International Exhibition of Techniques for Control of Industrial and Urban Pollution, Air Noise, Waste Water. 5-9 December 1978.

Other specialised fairs

1977

MOSCOW: Exhibition of Optics Used by Man, Science and Industry and in Culture and Everyday Life (Optika). 13-23 October 1977.

CHICAGO: National Safety Congress. 17-20 October 1977.

NEW YORK CITY: Information Systems Exposition and Conference. 17-20 October 1977.

ZAGREB: 4th International Exhibition of Teaching Appliances and Training Equipment (Educa). 17-22 October 1977.

BUDAPEST: International Exhibition of School Equipment and Teaching Aids. 19-25 October 1977.

BUCHAREST: Exhibition of Apparatus and Devices for the Materials Measurement and Non-Destructive Control (Control Nedistructiv). 25-28 October 1977.

BUCHAREST: Exhibition of Apparatus, Procedures, etc, for the Modernisation of Teaching at All Levels (Materiale Didactice). 25-28 October 1977.

TOKYO: 5th International Ideal and Inventions Product Exhibition. November 1977.

ST LOUIS: National School Supply and Equipment Association (Nssea). 11-15 November 1977.

BUCHAREST: Exhibition of Asbestos-Based Materials and Technical Articles (Albest). 15-18 November 1977.

HAMBURG: 'Fun '77' Leisure and Entertainment Exhibition. 22-25 November 1977.

BUCHAREST: Exhibition of Industrial Use Sieves, Sieve Accessories (SITE). 29 November-2 December 1977.

PARIS: Equestrian Exhibition. 7-13 December 1977.

BUCHAREST: Exhibition of Cork Raw Materials and Products (Pluta). 6-9 December 1977.

1978

DUBAI: Middle East Transport Exhibition '78. 26 February-4 March 1978.

MUNICH: International Light Industries and Handicrafts Fair (IHM). 11-19 March 1978.*

DUBAI: Middle East Education Exhibition '78 and Conference. 19-25 March 1978.

BAGHDAD: 1st International Fair for Chemical Fertilisers. 23-30 March 1978.

BAHRAIN: Middle East Solar Technology Exhibition and Conference (Soltech '78). 24-27 April 1978.

TEHRAN: 1st Afro-Asian Small Scale Industry International Fair '78. 20 April-2 May 1978.

STUTTGART: International Collectors' Exchange and German Weapon Fair (ISA '78). May 1978.*

CHICAGO: International Security Conference and Exhibition. May 1978.

UTRECHT: International Exhibition for Technology Transfer (Tech-Transfer '78). 8-12 May 1978.

GOTHENBURG: Public Transport Systems in Urban Areas Trade Fair. 27-30 June 1978.

JOHANNESBURG: Training and Education Exhibition. 10-14 July 1978.

PARIS: Do-It-Yourself Exhibition (Bricolage). 26 October-5 November 1978.

TOKYO: International Power Technology Exhibition. October 1978.

TOKYO: 5th International Ocean Development Exhibition. October 1978.

1979

BAHRAIN: Middle East Oil Show. 25-29 March 1979.

PARIS: International Exhibition of Advanced Transportation Systems (Transport-Expo). April 1979.

BAHRAIN: Middle East Electronic Communications Show and Conference (Mecom '79). 23-26 April 1979.

PARIS (LE BOURGET): Technical Assembly Days. September 1979.

PARIS (LE BOURGET): International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo). December 1979.

1980

BORDEAUX: (Oceanexpo). March 1980.

PARIS: International Exhibition of Advanced Transported Systems (Transportexpo). 15-20 April 1980.

5 UK FAIRS

UK fairs: general inquiries contact 01-248 5757 ext. 7109

General fairs

1978

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

Agriculture, forestry, fishing and agricultural machinery

1977

LONDON: Royal Smithfield Show and Agricultural Machinery Exhibition. 5-9 December 1977. NOTE: 4 December Trade/Press Preview At Earls Court. * Apply Smithfield Show Joint Committee, S.M.M.T. Ltd, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

1978

STOKE MANDEVILLE: BOCM Silcock European Poultry Fair. 3-4 May 1978. At BOCM Silcock's Poultry Development Farm. * Apply P. Matthews, BOCM Silcock Ltd, Risborough Road, Stoke Mandeville, Bucks HP22 5XW (Aylesbury (0296) 612661).

BELFAST: Royal Ulster Annual Show and Industrial Exhibition. 24-27 May 1978. At Balmoral Showground. * Apply Royal Ulster Agricultural Soicety, King's Hall, Balmoral, Belfast BT9 6GW (Belfast 665225).

SHEPTON MALLET: Royal Bath and West and Southern Counties Show. 31 May-3 June 1978. At Showground. * Apply Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Shepton Mallet (0749) 3366).

MALVERN: Three Counties Agricultural Society's Show. 13-15 June 1978. At Malvern Show Site. * Apply Secretary, Three Counties Show, Malvern, Worcs WR13 6NW (Malvern 61731).

ABERDEEN: International Fisheries and Marine Equipment Exhibition. 14-18 June 1978. At Queens Link. Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL (01-353 4885/9).

INGLISTON: Royal Highland Show. 20-23 June 1978. At Royal Highland Showground. * Apply Royal Highalnd and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (031-333 24444).

NORWICH: Royal Norfolk Agricultural Show. 28-29 June 1978. At Showground, New Costessey. * Apply Royal Norfolk Agricultural Association, Dereham Road, New Costessy, Norwich NR5 0TT Norfolk. (Norwich (0603) 742000).

KENILWORTH: Royal Agricultural Show. 3-6 July 1978. At National Agricultural Centre. * Apply Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwicks CV8 2LG (Coventry 56151).

HARROGATE: Great Yorkshire Show. 11-13 July 1978. At The Showground. * Apply Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Harrogate 61536).

BUILTH WELLS: Royal Welsh Agricultural Show. 25-27 July 1978. At Builth Wells Showground, Llanelwedd. * Apply Royal Welsh Agricultural Society Ltd, The Showground, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Builth Wells 3683).

KENILWORTH: Dairy Farming Event. 20-21 September 1978. At National Agricultural Centre. * Apply Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (01-723 8021).

Aircraft and aeronautical equipment

1978

FARNBOROUGH: International Air Show and Flying Display. 3-10 September 1978 (3 press only, 4-7 trade only). At Farnborough Airfield. † Apply The Society of British Aerospace Companies Ltd, 28 King Street, London SW1Y 6RD (01-839 3231/10).

Books and periodicals

1978

LONDON: The London Book Fair. 10-11 October 1976. At Inter-Continental and Grosvenor House Hotels * Apply Exhibition Manager, CBL Publishing Development Ltd, 16 Pembridge Road, London W11 3HL (01-229 1825).

Building, public works and construction equipment

1977

BIRMINGHAM: IWIE (International Woodworking Industries Exhibition). 27 October-2 November 1977. At National Exhibition Centre. † Apply Building Trades Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: INTERBUILD (International Building and Construction Exhibition). 16-25 November 1977. At National Exhibition Centre. * Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

1978

GLASGOW: SCOTBUILD (The Scottish Building and Public Works Exhibition). 11-15 April 1978. At Kelvin Hall. † Apply The Scottish Industrial and Trade Exhibitions Ltd, 24 Harlington Place. Edinburgh EH10 4E (Edinburgh (031) 299 6412).

LONDON: FIP '78 (International Congress of the International Federation of Prestressing). 30 April-5 May 1978. At Wembley Conference Centre. Apply Gerald Young, The Concrete Society, Terminal House, Grosvenor Gardens, London SW1W 0AJ (01-828 3351).

LONDON: SPECIBUILD Exhibition. 16-19 May 1978. At Olympia. † Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey (01-540 1101).

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs

Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover

Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,

or war between any of the countries involved,

or the requisition or confiscation of the goods in these countries,

or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

5 UK FAIRS

BIRMINGHAM: Public Works and Municipal Services Exhibition and Congress. 13-18 November 1978. At National Exhibition Centre. † Apply The Municipal Agency Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

Chemicals and allied industries, including plastics and rubber

1978

MANCHESTER: PIE (Plastics Industries Exhibition). 17-21 April 1978. At Belle Vue. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).

LONDON: OCCA 30 (30th Technical Exhibition of the Oil and Colour Chemists' Association). 18-21 April 1978. At Alexandra Palace. * Apply Oil and Colour Chemists' Association, 967 Harrow Road, Wembley, Middlesex HA0 2SF (01-908 1086).

Clothing

1977

LONDON: Junior Fashion Fair. 16-20 October 1977. At Royal Horticultural Society's Hall. * Apply National Children's Wear Association. 40/42 Oxford Street, London W1N 9FJ (01-636 1833/4).

LONDON: The London Fashion Exhibition. 25-28 October 1977. At Olympia. * Apply Earls Court and Olympia Ltd, Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (01-385 1200).

BIRMINGHAM: British International Fashion Fair. 26-29 October 1977. At National Exhibition Centre. * Apply Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA (01-734 9744).

LONDON: The London Designer Collections. 27-30 October 1977. At Inn-on-the-Park Hotel * Apply London Designer Collections, 36 Beauchamp Place, London SW3 (01-581 2931).

LONDON: The London Collections. 27-31 October 1977. At Inter-Continental Hotel and 'Les Ambassadeurs'. * Apply Fashion Promotions Ltd, 32/34 Wellington Street, London WC2E 7BD (01-836 7342).

1978

LONDON: International Knitwear Fair. 19-23 February 1978. At Earls Court. * Apply Mack-Brooks Exhibitions Ltd, 62-64 Victoria Street, St Albans, Herts (St Albans 63213).

LONDON: IMBEX (International Men's and Boys' Wear Exhibition). 19-23 February 1978. At Earls Court. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

BIRMINGHAM: MAB International Fashion Fair. 3-6 September 1978. At National Exhibition Centre. * Apply ITF-MAB Exhibitions Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

LONDON: Menswear Fashion Fair. 3-6 September 1978. At Earls Court. * Apply Mack-Brooks Exhibitions Ltd, 62/64 Victoria Street, St Albans, Herts AL1 3XT (St Albans (86) 63213).

Display and shop equipment

1978

BIRMINGHAM: SHOPEX '78 (International Self-Service, Display Equipment and Shopfitting Exhibition). 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SM4 5EB (01-540 1101).

Engineering, electrical and electronic, including radio and television

1977

BRIGHTON: INTERNEPCON/UK. 18-20 October 1977. At Metropole Exhibition Centre. * Apply Kiver Communications Ltd, 149-155 Ewell Road, Surbiton, Surrey (01-390 0281).

LONDON: INTERLIGHT International Lighting Trade Fair. 9-12 December 1977. At Alexandra Palace. Apply Intermark Group Ltd, 6 Station Approach, Epsom, Surrey (Epsom (78) 25966).

1978

LONDON: BRIGHTSHOW. 29 January-2 February 1978. At Olympia. * Apply Decorative Lighting Association, Moelfre, Anglesey, North Wales LL72 8LN (Moelfre (024888) 396).

LONDON: All Electronic Show. 14-16 February 1978. At Grosvenor House Hotel. * Apply ARS Electronica Ltd, 34-36 High Street, Saffron Walden, Essex (Saffron Walden 22612).

BIRMINGHAM: IEA/ELECTREX (International Electrical, Electronic and Instrument Exhibition). 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BIRMINGHAM: COMMUNICATIONS '78 (Communications Equipment and Systems Exposition). 4-7 April 1978. At National Exhibition Centre. **THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON.** † Apply Tony Davies Communications, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

LONDON: Audio Visual At Work Exhibition. 23-26 May 1978. At Wembley Conference Centre. * Apply MacLaren Exhibitions Ltd, Davis House, PO Box 109, 69/77 High Street, Croydon, Surrey CR9 1QH (01-688 7788.)

LONDON: APRS '78 (International Exhibition of Professional Recording Equipment). 21-23 June 1978. At The Connaught Rooms, London WC2. * Apply Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Rickmansworth (87) 72907).

LONDON: IBC (International Broadcasting Convention). 25-29 September 1978. At Wembley Conference Centre. Apply IBC Secretariat, Electronic Engineering Association, Leicester House, 8 Leicester Street, London WC2H 7BN (01-437 0678).

Engineering, other

1977

BIRMINGHAM: International Mining Exhibition. 10-15 October 1977. At National Exhibition Centre. Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

BIRMINGHAM: PEMEC (International Plant Engineering and Maintenance Exhibition and Conference). 31 October-4 November 1977. At National Exhibition Centre. * Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

LONDON: Engineering Design Show and Conference. 29 November-2 December 1977. At Olympia. Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regent's Park, London NW1 4LM (01-935 8200).

1978

BIRMINGHAM: IPHEX (International Pneumatics and Hydraulics Exhibition Incorporating Compressors and Power Transmission Equipment). 13-17 March 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BIRMINGHAM: SUBCON (Exhibition for Subcontracting Industries). 24-28 April 1978. At National Exhibition Centre. † Apply Interbuild Exhibitions Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

BIRMINGHAM: MACHPRO (Machine Tool and Production Engineering Exhibition). 30 April-6 May 1978. At National Exhibition Centre. Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (08833) 4371).

LONDON: International Diecasting Exhibition. 9-12 May 1978. At Olympia. Apply Mack-Brooks Exhibitions Ltd, 62/64 Victoria Street, St Albans, Herts AL1 3XT (St Albans (56) 63213).

STOKE-ON-TRENT: INTERCERAMEX '78 (International Ceramic Plant, Machinery and Materials Exhibition). 25-28 September 1978. At Trentham Gardens. † Apply British Ceramic Plant and Machinery Manufacturers' Association, PO Box 9, Sunbury, Middlesex TW16 6BX (Sunbury (76) 83280).

BIRMINGHAM: Furnaces, Refractories, Heat Treatment and Fuel Economy Exhibition and Symposium. 25-29 September 1978. At National Exhibition Centre. † Apply Industrial Newspapers Ltd. Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Redhill (91) 68611).

LONDON: PEP (Production Engineering and Productivity Exhibition and Conference). 2-7 October 1978. At Olympia. Apply Clapp and Poliak (Europe) Ltd, 232 Acton Lane, London W4 5DL (01-995 4806).

Foodstuffs, food machinery, hotel and catering equipment

1977

LONDON: FIE FOOD PACK '77 (International Exhibition for the Food and Allied Industries). 15-18 November 1977. At Olympia. * Apply BPS Exhibitions Ltd, 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (01-388 2117).

1978

LONDON: HOTELYMPIA (International Hotel and Catering Exhibition). 25 January-1 February 1978. At Olympia. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

LONDON: The London Meat Trades Fair. 14-17 May 1978. At Alexandra Palace. † Apply Brintex Exhibitions Ltd, 178-202 Great Portland Street, London W1N 6NH (01-637 2400).

BIRMINGHAM: NALVEX '78 (National Licensed Victuallers and Caterers Exhibition). 5-8 June 1978. At National Exhibition Centre. * Apply Dennis Beall, LV Exhibitions, 57 Effra Road, London SW2 1DA (01-733 3186).

Footwear

1978

BLACKPOOL: International Slipper Fair. 15-17 January 1978. At the Winter Gardens. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street London EC2A 3ED (01-739 2071).

HARROGATE: Autumn Shoes Exhibition. 19-21 March 1978. At Exhibition Centre. Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

LONDON: British Internationl Footwear Fair. 1-4 October 1978. At Olympia. * Apply Shoe and Leather News (Exhibitions) Ltd, 84-88 Great Eastern Street, London EC2A 3ED (01-739 2071).

Furniture, furnishings, household equipment and hardware

1978

BIRMINGHAM: Furniture Show. 10-15 January 1978. At National Exhibition Centre, * Apply BFM Exhibitions Ltd, 17 Berners Street, London W1P 4DY (01-323 1166).

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

BRIGHTON: INFEX (International Floorcoverings Exhibition). 20-23 February 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Southern Floorcovering Exhibitions Ltd, 30 Southgate, Chichester Sussex PO19 1DP (Chichester (0243) 88423).

BIRMINGHAM: FURNEX (Furniture Production Exhibition). 20-24 February 1978. At National Exhibition Centre. † Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey (Oxted (988) 4371).

LONDON: 'Daily Mail' Ideal Home Exhibition. 7 March-1 April 1978. At Olympia. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

BIRMINGHAM: WALPADEX (International Decorating Materials Trade Show). 5-8 June 1978. At National Exhibition Centre. * Apply S. M. Broughton, Wallpaper and Paint Retailers' Association, 14 Birmingham Road, Walsall, Staffs WS1 2NA (0992 31134).

BIRMINGHAM: DECOR (International Contract Furnishing and Interior Design Exhibition). 11-15 June 1978. At National Exhibition Centre. * Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

BIRMINGHAM: Kitchens and Bathrooms International. 10-15 June 1978. At National Exhibition Centre. Apply Westbourne Exhibitions Ltd, Crown House, Morden, Surrey SN4 5EB (01-540 1101).

HARROGATE: International Carpets Fair. 5-8 September 1978. At the Exhibition Centre. * Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

BRIGHTON: Southern Floorcoverings Exhibition. 2-5 October 1978. At Metropole Exhibition Centre. * Apply Peter Crofts, Southern Floorcovering Exhibitions Ltd, 30 Southgate, Chichester. Sussex PO19 1DP (Chichester (0243) 88423).

LONDON: FIT (International Kitchen and Bathroom Show). 19-26 November 1978. At Olympia. * Apply Building Trades Exhibition Ltd, 11 Manchester Square, London W1M 5AB (01-486 1951).

Gas and oil extraction and distribution including offshore activities

1978

BRIGHTON: Oceanology International. 5-10 March 1978. At Metropole Exhibition Centre. Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1N 5HH (01-388 2117).

LONDON: SPE European Offshore Petroleum Conference and Exhibition. 24-27 October 1978. At Earls Court. Apply Society of Petroleum Engineers, c/o Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (021-705 6707).

Handicrafts

1977

LONDON: International Handicrafts and Do-It-Yourself Exhibition. 15-29 October 1977. At Olympia. * Apply A. J. Kreps, Link House Publications Ltd, Link House, Dingwall Avenue, Croydon, Surrey CR9 2TA (01-686 2599).

1978

LONDON: International Craft and Hobby Fair. 20-24 August 1978. At Wembley Conference Centre. * Apply M. Brown, International Craft and Hobby Fair Ltd, 3 Rothesay Drive, Highcliffe, nr. Christchurch, Dorset BH23 4LB (Highcliffe (042 52) 72711).

Heating and ventilating

1978

BIRMINGHAM: HEVAC (International Heating, Ventilating and Air-Conditioning Exhibition). 3-7 April 1978. At National Exhibition Centre. † Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands (021-705 6707).

Horticulture and horticultural equipment

1977

BIRMINGHAM: GLEE (International Garden and **Leisure Exhibition).** 30 October-2 November 1977. At National Exhibition Centre. * Apply Inter Garden Promotions Ltd, Columbia House, 69 Aldwych, London WC2B 4DY (01-405 9292).

1978

NEW MALDEN: Institute of Groundmen's International Exhibition of Machinery, Equipment and Materials. 5-7 September 1978. At Motspur Park. * Apply James R. Walsby Public Relations, Copthall House, St Ives Road, Maidenhead, Berks (Maidenhead (0628) 29498).

Hospital, medical, surgical and dental equipment

1977

LONDON: NAIDEX (National Aids for the Disabled Exhibition). 9-12 November 1977. At Royal Horticultural Society's New Hall, Westminster. **THIS EVENT WAS PREVIOUSLY HELD IN BRIGHTON.** * Apply Naidex Conventions Ltd, Temple House, 36 High Street, Sevenoaks, Kent (Sevenoaks (0732) 59533/4).

1978

LONDON: Bio-Medical Engineering Exhibition. 4-6 April 1978. At Imperial College. † Apply Holdsworth Smith Ltd, 39 Victoria Street, London SW1 0EE (01-222 0077).

LONDON: British Hospitals Exhibition 1978. 5-8 June 1978. At Olympia. † Apply Fairs and Exhibitions Ltd, 21 Park Square East, Regent's Park, London NW1 4LH (01-935 8235).

Jewellery and giftware

1977

LONDON: Wholesale Buyers Gift Fair. 27 November-1 December 1977. At Mount Royal and Mostyn Hotels. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

1978

BIRMINGHAM: International Spring Fair. 5-9 February 1978. At National Exhibition Centre. * Apply Trade Promotion Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

GLASGOW: Scottish Gifts Fair. 12-16 February 1978. At Kelvin Hall. * Apply Trade Promotions Services Ltd, Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (01-855 9201).

LONDON: The Annual British Exhibition of Fine Jewellery and Sterling Silver. 9-13 April 1978. At Goldsmith's Hall, Foster Lane. * Apply Organising Exhibition Committee, Administration Office, c/o Condor Public Relations Ltd, 299 Oxford Street, London W1R 1LA (01-499 7324).

Leather, leather goods and fur

1978

LONDON: Leatherwear International. 12-14 April 1978. At West Centre Hotel. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

BIRMINGHAM: Leather and Associated Trades Show. 25-27 April 1978. At National Exhibition Centre. * Apply Leather Institute, 9 St Thomas Street, London SE1 9SA (01-407 1582).

Motor vehicles, motor cycles and cycles

1977

LONDON: Auto Accessory and Automotive Parts Trade Show (AAR '77). 20-25 October 1977. At West Centre Hotel. * Apply Hazeldine Publicity Services Ltd, Shelley House, 17-19 West Wycombe Road, High Wycombe, Bucks HP11 2LQ (0494 40952).

1978

LONDON: Racing and Sporting Motorcycle Show. 7-14 January 1978. At Royal Horticultural Society's Halls, Westminster. * Apply Herbert Daniel (Holdings) Ltd, 19 Compton Terrace, London N1 1RY (01-226 7901).

BIRMINGHAM: International Motor Show. 20-29 October 1978. At National Exhibition Centre. **THIS EVENT WAS PREVIOUSLY HELD IN LONDON.** † Apply SMMT, 21-24 Grosvenor Place, London SW1X 7JF (01-235 7000).

Office machinery and equipment

1977

BIRMINGHAM: International Business Show. 11-20 October 1977. At National Exhibition Centre. † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

1978

LONDON: MICROFORUM '78 Exhibition and Conference. 13-16 June 1978. At Wembley Conference Centre. † Apply Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (01-405 6233).

Packaging machinery and materials including containers

1978

BRIGHTON: INTERPHEX (International Exhibition dealing with processing, packaging and handling of Pharmaceuticals, Cosmetics, Toiletry, Perfumery and Fine Chemical Products). 18-21 April 1978. At Metropole Exhibition Centre. † Apply BPS Exhibitions Ltd, 4 Seaford Court, 220/2 Great Portland Street, London W1 (01-388 2117).

Philately

1977

LONDON: British Philatelic Exhibition. 19-22 October 1977. At Seymour Hall, Marylebone, London W1. * Apply The British Philatelic Exhibition Ltd, Room 26, 1 Whitehall Place, London SW1A 2HE (01-839 2321).

1978

LONDON: STAMPEX (National Stamp Exhibition). 28 February-4 March 1978. At Royal Horticultural Society's New Hall, SW1. * Apply Mr O. Hornung, Philatelic Traders' Society Ltd, 27 John Adam Street, London WC2N 6HZ (01-930 6465/6).

Photographic equipment

1978

HARROGATE: Photography At Work Exhibition. 30 January-2 February 1978. At Exhibition Centre. * Apply Maclaren Publishers Ltd, PO Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (01-688 7788).

Printing, stationery and printing machinery

1978

LONDON: STATINDEX (British Stationery Show). 15-18 January 1978. At Grosvenor House Hotel. * Apply British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (01-580 9256).

BIRMINGHAM: NATPRINT (National Printing Machinery Exhibition). 10-14 April 1978. At National Exhibition Centre. Apply Industrial and Trade Fairs Ltd, Radcliffe House, Blenheim Court, Solihull, W. Midlands (021-705 6707).

UK Fairs – general inquiries contact

01-248 5757 EXT. 7109

5 UK FAIRS

Scientific instruments and nuclear equipment

1978

LONDON: ALTEX (Automatic Laboratory Techniques Exhibition). 21-23 February 1978. At West Centre Hotel. † Apply Morgan Grampian (Publishers) Ltd, 30 Calderwood Street, London SE18 6QH (01-855 7777).

LONDON: LABWARE (Laboratory Equipment Exhibition). 25-27 April 1978. At Bloomsbury Centre Hotel. † Apply British Laboratory Ware Association Ltd, 28 Worple Road, London SW19 4EE (01-947 5733).

Ships and boats

1978

LONDON: International Boat Show. 4-15 January 1978. **(4 JANUARY TRADE AND PRESS ONLY).** At Earls Court. * Apply National Boat Shows Ltd, Boating Industry House, Vale Road, Oatlands, Weybridge, Surrey KT13 9NS (Weybridge (0932) 54511).

BIRMINGHAM: Boat and Leisure Life Show. 18-26 February 1978. NOTE: CORRECT DATES. At National Exhibition Centre, * Apply Birmingham Boat Show Ltd, 28 Colmore Circus, Birmingham B4 6AX (Birmingham (021) 236 3366).

ABERDEEN: International Fisheries and Marine Equipment Exhibition. 14-18 June 1978. At Queens Link. Apply Eagle Exhibition Consultants Ltd, Ludgate House, 110 Fleet Street, London EC4A 2JL. (01-353 4885/9)

SOUTHAMPTON: Boat Show. 18-23 September 1978. At Mayflower Park. * Apply J. E. Artman and Partners, Exmoor House, Methuen Street, Southampton SO2 0FQ (Southampton (0703) 32348).

Sports goods and camping equipment, including caravans

1977

BIRMINGHAM: ISLE (International Sports and Leisure Exhibition). 16-19 October 1977. At National Exhibition Centre. * Apply Federation of British Manufacturers of Sports and Games Ltd, 145 Oxford Street, London W1R 1TB (01-437 7281).

LONDON: Caravan Camping Holiday Show. 10-20 November 1977. At Earls Court. * Apply Angex Ltd, Temple House, Temple Avenue, London EC4Y 0JA (01-353 4000).

LONDON: Camping Outdoor Holiday Exhibition and Motor Caravan Show. 30 December 1977-8 January 1978. At Olympia. * Apply Trades Exhibitions Ltd, Exhibition House, Spring Street, London W2 3RA (01-262 2886).

Textiles and textile machinery

1977

BIRMINGHAM: DACTEX (Domestic and Contract Textiles Exhibition). 13-17 November 1977. At National Exhibition Centre. * Apply Exhibition Managements Ltd, Unit 2, Central Park Estate, Staines Road, Hounslow TW4 5DT, Middlesex (01-572 2121).

1978

MANCHESTER: KNITSEW (National Knitting and Sewing Trades Exhibition). 28 February-1 March 1978. At Belle Vue. **FORMERLY HELD IN BRIGHTON.** * Apply Exhibitions for Industry Ltd, 157 Station Road East, Oxted, Surrey RH8 0QF (Oxted (988) 4371).

Toys and games

1978

HARROGATE: International Toy Fair. 7-12 January 1978. At Exhibition Centre and various Hotels. * Apply Harrogate International Toy Fair Ltd, 8-9 Upper Street, Islington, London N1 0PP (01-226 6653).

BIRMINGHAM: British Toy and Hobby Fair. 14-19 January 1978. At National Exhibition Centre. * Apply British Toy Fairs (International) Ltd, 80 Camberwell Road, London SE5 0EG (01-701 7271).

BRIGHTON: Brighton Toy Fair. 5-8 February 1978. At Brighton Centre and Corn Exchange. * Apply Toy Exhibitions (Southern) Ltd 3 Rothesay Drive, Highcliffe, nr. Christchurch, Dorset BH23 4LB (Highcliffe (042 52) 72711).

Watches and clocks

1978

LONDON: International Watch and Jewellery Trade Fair. 3-7 September 1978. At Wembley Conference Centre. * Apply Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1978

BIRMINGHAM: EWT + ENPOCON (Effluent and Water Treatment Exhibition + Environmental Pollution Control Exhibition). 13-18 November 1978. At National Exhibition Centre. † Apply Brintex Exhibitions Ltd, 178/202 Great Portland Street, London W1N 6NH (01-637 2400).

Other specialised fairs

1977

LONDON: INTERSTREET (Street Furniture Exhibition). 9-12 December 1977. At Alexandra Palace. Apply Intermark Group Ltd, 6 Station Approach, Epsom, Surrey (Epsom (78) 25966).

1978

LONDON: Amusement Trades Exhibition. 24-26 January 1978. At Alexandra Palace. * Apply Amusement Trades Exhibitions Ltd, 122 Clapham Common North Side, London SW4 9SP (01-228 4107).

LONDON: IFSSEC '78 (International Fire, Security and Safety Exhibition and Conference). 24-28 April 1978. At Olympia. * Apply Victor Green Publications Ltd, 106 Hampstead Road, London NW1 2LS (01-388 7661).

HARROGATE: British Pet Industry Exhibition. 23-25 April 1978. At Exhibition Centre. * Apply Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Manchester (061) 834 8451).

LONDON: Fine Arts and Antiques Fair. 9-17 June 1978. At Olympia. * Apply Earls Court and Olympia Ltd, Warwick Road, London SW5 9TA (01-385 1200).

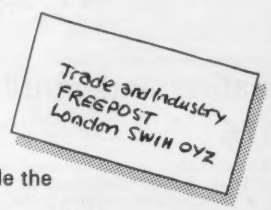
LONDON: Grosvenor House Antiques Fair. 14-24 June 1978. At Grosvenor House. * Apply The Organiser, Grosvenor House, Park Lane, London W1A 3AA (01-499 6363).

HARROGATE: Northern Antique Dealers' Fair. 14-21 September 1978. At Royal Baths Assembly Rooms. * Apply Northern Antique Dealers' Fair Ltd, 408 Leeds Road Bradford BD3 9RE (Bradford (0274) 23223).

LONDON: Salon International (Hair and Beauty Trades Fair). 8-10 October 1978. At Wembley Conference Centre. * Apply: Iliffe Promotions Ltd, Dorset House, Stamford Street, London SE1 9LU (01-261 8000).

Trade and Industry reader services

contact our sources



For more information on the products, properties or services advertised in this issue, circle the relevant numbers. You will receive full information without obligation.

James Brewster	T.I 36	Industrial & Trade Fairs	T.I 41		
Cedar Translation	T.I 37	Interfama	T.I 42	Middle East Construction	T.I 46
Euro Expo	T.I. 38	Norman F. Keenan	T.I 43	Miki Travel Agency	T.I 47
Giltspur Export Industry	T.I 39	Magnum Publications	T.I 44	Mundoprint	T.I 48
Harrogate	T.I. 40	Barry Martin	T.I 45	Poznan	T.I 49

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

SERVICES AVAILABLE

[SHIPPING]

Twice-Weekly Sailings

ANGLO-CONTINENTAL LINE	*to and from*	*HAMBURG*
THAMES LINE	*to and from*	*ROTTERDAM*
ANTWERP-THAMES LINE	*to and from*	*ANTWERP*

For freight rates and full details apply to: **JAMES SMITH & SONS (SHIPPING) LTD., 26 Martin Lane, London EC4R 0DS**
TELEPHONE: 01-626 3505 TELEX: 883500 TELEGRAMS: JASMISO LONDON

TRANSLATIONS

Our hand-picked team – primarily engineers – provides a speedy, specialised translation and interpreting service to industry.

ENGINEERING LANGUAGES LIMITED

4 West Cromwell Road, London SW5 9QJ

Telephone 01-351 3212 **Evenings and weekends 01-370 2728**

FLS foreign language services ltd.

the industrial translation specialists from the midlands

midland bank chambers, market square, stafford.
telephone: 0785–55067/8 telex: 36247

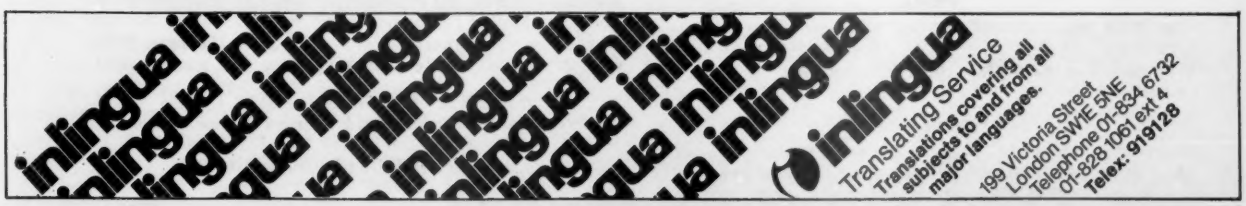
INTERLINGUA TRANSLATIONS

• TRANSLATORS • INTERPRETERS • TYPESETTERS • PRINTERS •

ترجمة

翻訳

Head Office: Ashurst Wood, East Grinstead, Sussex RH19 3RX
Tel: 0342 82 2101 (6 lines) Tx: 95101 (8 lines) Fax: 0342 82 2202
London Office: 27 New Bond St., London W1Y 9HD. Tel: 01-493 2407/9 Tx: 21691 Fax: 01-493 2408



Tek Translation

The biggest translation company in the World

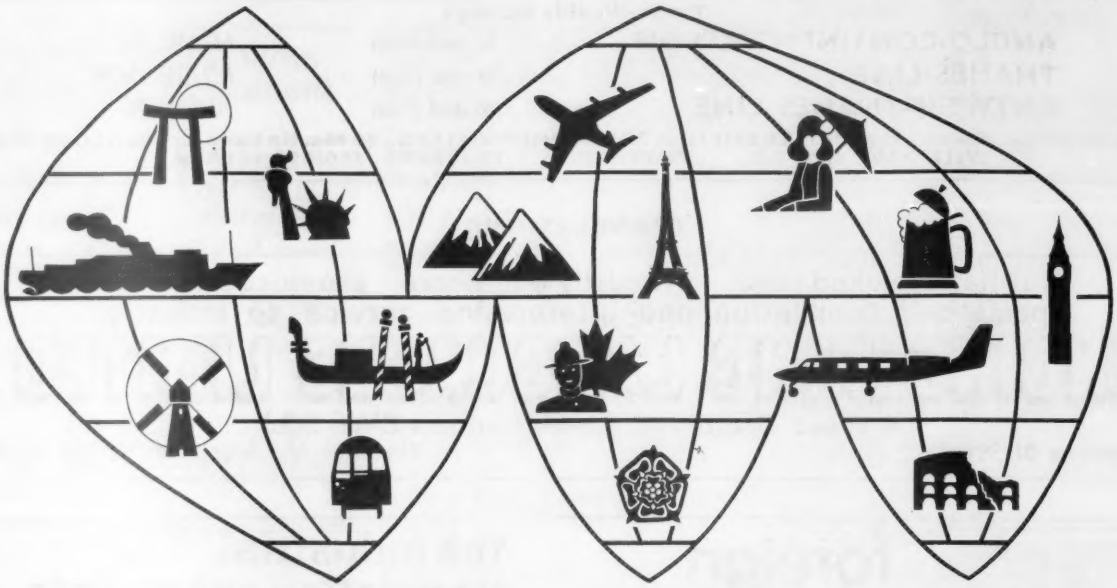
TEK TRANSLATION & INTERNATIONAL PRINT LTD 11 UXBRIDGE ROAD, LONDON W12 8LH
TEL: 01-749 3211 TELEX: 265658-VERBA

RATES

Series Discount Rates

£2 Single Column Centimetre

6	INSERTIONS	10%
13	"	15%
26	"	20%
52	"	25%



NFK represent major exhibitions worldwide

SINGAPORE

IMAC-ASIA '77 (International Exhibition of Materials Handling and Construction Machinery)
National Stadium, Singapore ... ... 5th-9th October 1977

SOUTH AFRICA

5th International Materials Handling and Physical Distribution Exhibition
Milner Park, Johannesburgh ... ... 16th-20th October 1978

PERU

10th Pacific International Trade Fair
Lima, Peru ... ...16th-27th November 1977
with special low rate package scheme sponsored by London Chamber of Commerce

CANADA

International Interior Design Show
Toronto ... ... 8th-10th November 1977
with British Overseas Trade Board Joint Venture sponsored by BCEPC and BCFA (Also 31st October-2nd November 1978)
Western Construction Materials and Equipment Show
Vancouver ... ...15th-17th November 1977
National Petroleum Show
Calgary ... ... 13th-15th June 1978
B.C. International Forest Industries Equipment Exhibition
Vancouver ... ... 27th-29th September 1978
Canadian Chemical and Process Equipment Exhibition
Toronto ... ... 13th-15th October 1978

WEST GERMANY – BERLIN

All Exhibitions take place at AMK-Centre for Fairs, Exhibitions and Congresses – Berlin

International Radio and Television ... ... 26th August-4th September 1977
Buro-Data (Office Equipment and Data Processing) ... ... 12th-15th October 1977
Building, Cleaning and Environmental Care (Exhibition and Congress) ... ... 12th-15th October 1977
EL-FA (Electrical Engineering) ... 1st-5th November 1977
International Green Week (Food Processing and Products) ... ... 27th January-5th February 1978
ITB (International Tourism Exchange) 4th-12th March 1978
BSF (Boats, Sports and Leisure) ... 4th-12th March 1978
Interchic (Fashion Fair) ... ...9th-13th April 1978
Medical Technology (Exhibition and Congress) ... ... 16th-20th May 1978
Partners in Progress (Overseas Import Fair) ... ... 30th August-9th September 1978
Interchic (Fashion Fair)... ... ... 7th-11th October 1978
Kulinaria (Catering and Foodstuffs)... 4th-12th November 1978
Medcomp (Medical Electronics Exhibition and Congress) ... ... February 1979
Pharmacy and Medical Technology ... ... June 1979

Contact: N. F. KEENAN & ASSOCIATES
International Publishing and Exhibition Representatives
Crown House, Morden, Surrey, SM4 5EB, England
Telephone: 01-540 1101. Telex: 926726

UNITED KINGDOM

4th Specibuild '78 (London's Building Products Exhibition for the Professional) ... ...16th-19th May 1978
13th Decor International '78 (The International Contract Furnishing and Interior Design Exhibition) National Exhibition Centre, Birmingham ... ...11th-15th June 1978
3rd Kitchens & Bathrooms International '78 National Exhibition Centre, Birmingham ... 10th-15th June 1978
20th Shopex International '78 (The International Self-Service Display Equipment & Shopfitting Exhibition) National Exhibition Centre, Birmingham ... 11th-15th June 1978

Contact: WESTBOURNE EXHIBITIONS LTD
Crown House, Morden, Surrey, SM4 5EB, England
Telephone: 01-540 1101. Telex: 926726

ENCIRCLE TI 43 ON PAGE 30 FOR FURTHER INFORMATION

MARKET REPORT: TANZANIA

Where the tide is on the turn

For the last 10 years there have been few incentives for foreign companies to invest in Tanzania, where the Arusha Declaration provided for widespread nationalisation. But a new emphasis on industrial growth is turning the tide in favour of foreign capital and expertise. Keith Chapman, first secretary (commercial) at the British high commission in Dar es Salaam, reviews the opportunities for British investment and trade.

In present circumstances the first investment priority of British industry will necessarily be at home. The second priority may well be in rapidly expanding markets as well as in our traditional large markets. Tanzania will no doubt generally appear well down any list. But there are very tangible benefits from investment here and to a company with a significant share of the market (which it wishes to preserve or increase), to one with funds held in Tanzania, or to one which wishes to gain or preserve a source of supply or has other specialist interests, these could well be appealing.

The charter of Tanzania's socialism is the Arusha Declaration of 1967 and in the years following large sectors of industry were nationalised, as it had provided. It was, of course, British companies which were primarily affected by this and our view of investment here has no doubt been coloured as a result. But, as anyone passing through the industrial area of Dar es Salaam will bear witness, the climate has changed and, although generally on the small scale, many new private and parastatal industrial enterprises (some joint ventures and some local) are already springing up and other projects are being actively encouraged and facilitated by government.

> Businessmen know how crucial timing is in investment decisions. Though I realise that funds for investment are limited, I hope that those with an actual or potential interest in this market will give serious thought to investment here.
> It is still a country where there is a high regard for British goods and although the market may be distorted by very large aid programmes and other considerations, there remains a strong desire to buy from us, except when the terms offered elsewhere become irresistible or we ourselves fail to satisfy the demand.
>
> **Mervyn Brown,**
> **British high commissioner to Tanzania**

This results from the healthier economic situation, the pragmatism in government and the realisation that although the economy will continue to be primarily based on agriculture, it is necessary (and increasingly and more immediately so as a result of the break-up of the East African Community and the closure of the border with Kenya) to develop the industrial sector at present representing broadly about 10 per cent of gnp. Such development would provide value added by processing local raw materials, as well as whole or part import substitution (by, for example, moving from semi-knocked-down to completely-knocked-down motor assembly) as well as generally speeding national economic growth. Thus it is hoped to narrow the wealth gap between emergent Tanzania and the developed countries.

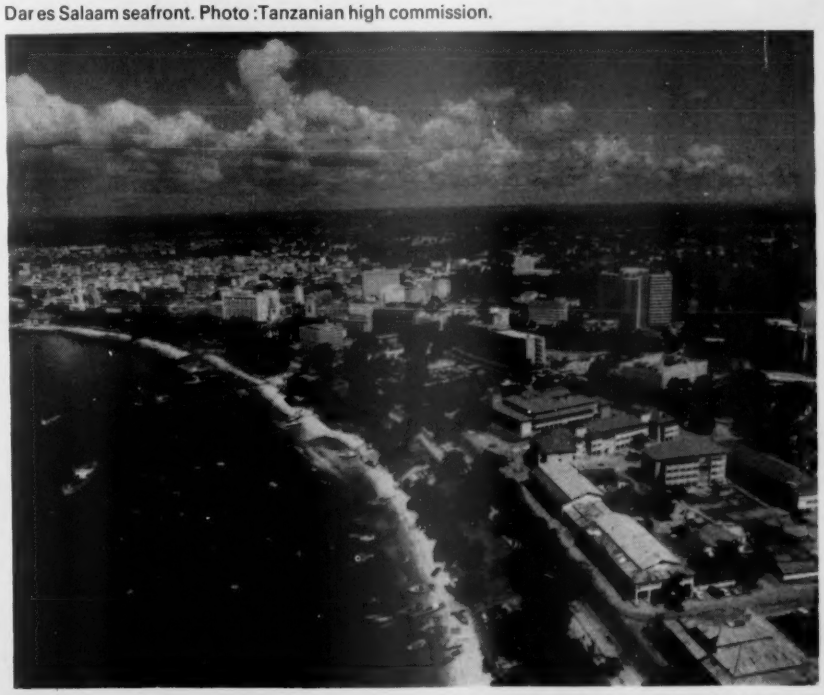
Foreign capital and expertise needed

As a result of, among other things, the many problems in parastatals set up after nationalisations, there is, in my view, a growing general recognition that foreign capital and foreign expertise are needed to carry this through. While new incentives to attract these have not been announced, disincentives such as the freezing of dividends and punitive levels of taxation for expatriates have been removed and I believe that the tide is on the turn. That turning point may have come when agreement on compensation for the last of the nationalised British companies (as opposed to, for example, estates and property) was recently amicably reached. Of course, there is quite rightly a desire for both capital and management to be indigenised and investors should look at new investment in this light.

Although the period will depend on the sector of industry involved, investors should not necessarily expect that investments will pay dividends for decades (not to say generations), as in the past. Although investors may find that the initial terms are extended they may, for example, have to consider making provision for arrangements which provide for training and full Africanisation in say seven years. They may well also have to accept minority equity in some sectors of industry (although probably retaining management control) and to seek returns by way of management, technical and royalty payments and through the supply of original and replacement equipment, spares and raw materials (and thereby contribute to both visible and invisible exports), rather than mainly by way of dividends. Thus any investment arrangement should probably be front-end loaded so that equitable returns were made in the first years and the venture could be handed over in a relatively short period with both parties satisfied.

If an arrangement of this sort is reached it will be in conjunction with, or with the

Dar es Salaam seafront. Photo :Tanzanian high commission.



agreement of, government (or a governmental body), and though terms negotiated will vary from case to case, provision can be made for guaranteed market shares as appropriate. The investor will have the protection of the Investment Protection Act (1963) and on past experience will be able to operate at satisfactory profit levels. Certainly the terms are proving attractive to other nations and there are growing numbers of, for instance, successful Indian, Swedish, Japanese and Italian associated ventures.

That there should be a re-orientation of this kind is not, of course, surprising in the post-colonial era and to some extent it reflects the new links forged by an emerging country. Some of it comes on the back of or is provided through aid programmes but it also demonstrates an aggressiveness and awareness by other countries which we are not at present matching. There are opportunities which they will seize if we do not and we may find a market lost to us.

There has been only one example of recent new United Kingdom investment. But at least two companies here are actively considering major expansions. The indications are generally that any investment proposal will be given favourable consideration and that those which provide export potential will be especially welcomed. In the period up to 1981 it is planned to expand the industrial sector at an annual rate of 11 per cent. The estimated government development budget up to that year is 5,183 million shillings (14.2 shillings = £1) representing 27 per cent of its development funds.

As the Arusha Declaration recognises, foreign investment can, of course, play an important role in development. That is why our Export Credits Guarantee Department can offer investment insurance cover and why the Overseas Development Ministry administers a scheme designed to reimburse a proportion of the cost of pre-investment studies which do not lead to a decision to invest. In some cases British aid can be made available for projects in association with private investment. Furthermore both Tanzania and the UK are parties to the Lomé Convention which has as one of its aims encouraging EEC firms to participate in the industrial development of the African, Caribbean and Pacific states. To further this, a Centre for Industrial Development has already been established in Brussels.

Operating in Tanzania

There are, of course, problems in operating in Tanzania (as I imagine in any developing country) and these include the climate, occasional temporary shortages of foodstuffs, a bureaucracy which is sometimes slow and convoluted, a shortage of office space, housing and cars, a relative dearth of leisure and cultural activities for expatriates, and a driving ban on Sunday afternoons. But none are insurmountable.

The risks involved in investment here are, in my view, small and calculable. There has been no nationalisation of companies for some years and the chances now of nationalisation before the agreed time are, at the very most, negligible.

Tanzania has, of course, a firm record for continuing to honour its agreements and obligations. While in the past political considerations have often outweighed commercial and economic ones, the facts now are that the programme of nationalisation, as outlined in the Arusha Declaration, has been carried through and that even given the wish for more, there is simply at present an effective lack of capacity especially in terms of local management, financial and technical skills.

Small market but expanding

While Tanzania remains a small market it is an expanding one in real terms. Last year we increased our exports here by only £2.4 million. But this represented an increased market share of a reduced imports bill. This year, extrapolating from the figures now available, we shall sell well over £65 million of goods. Which means that in cash terms we will have tripled our sales here since 1973. The fact that we continue to have some British investment here has, of course, underpinned this growth. And the prospects are good.

The Tanzanian economy depends on production and commodity prices and while production of cash crops and in industry has generally remained fairly static and remains a problem, there have been some success stories (for example in the last year tobacco production rose 34 per cent). The level of commodity prices, particularly of course for coffee, together with the efficient import licensing system which has allowed only essential (and while this can be elastic depending on the amount of money available, it never has been luxurious or, up to now, generally consumer) items to come in, the general absence of unnecessary grandiose projects in Tanzania and the need to import less foodstuffs has led to an improved balance of payments situation and to Tanzania's highest level of foreign exchange reserves since independence. In his budget speech the Minister for Finance said that reserves at the beginning of June stood at 2,059 million shillings and was able to point to a growth in gnp in 1976/77 of 5.2 per cent. He claimed, legitimately, that 'the national economy, after three difficult years, is showing signs of recovery'.

The view generally held in in the business community here is that the prospects for the next few years, at least, are good. (Import licences issued for the second half of this year have generally satisfied and occasionally exceeded importers' expectations). Businessmen are encouraged also by new attitudes in government which are more sympathetic to the practical needs of private business and management, in for example profitability, remittance and labour relations.

Politically Tanzania remains essentially stable and there is no indication that this is likely to alter. The choice of ministers and senior officials suggests that pragmatic attitudes will continue. Meanwhile, Tanzania remains attractive to aid donors and receives large amounts of aid bilaterally and multilaterally from east and west – to the extent indeed that 55 per cent of its development budget is so funded. A new entrant in this field is the European Development Fund whose programme for EDF IV provides for assistance valued at more than 1,000 million shillings. The offshore content of this must, of course, go in the direction of either ACP or EEC suppliers and consultants. The British aid programme, after a somewhat slow start, is now beginning to get into full swing and we have recently announced a further grant of £25 million for projects together with £3.5 million of programme aid.

Emphasis on industry

I described the country, its economy and its import procedures in an earlier article 'A Good Time to Look at Tanzania' (*Trade and Industry*, 4 July 1975, page 24). I said then that the major opportunities for UK suppliers lay in the development field. This remains true. But as I indicate above some stress now is being laid on the industrial sector. Numerous requests are being made for aid donors to turn their attention to this sector, and many

Ubunge industrial site at Dar es Salaam. Photo : Tanzanian high commission.

new opportunities will lie there. The range is wide, but the National Development Corporation, which is the parastatal with general responsibility for industrial development, has plans for caustic soda, insecticides and pesticides, electrical and mechanical, diesel engines, rubber reclaim, drum manufacture, marble processing, leatherboard, sanitary metallic fittings, machine tools, sheet glass, brewery, cassava starch, and polythene industries. For each of these industries it requires foreign partners (who will, of course, have an influence on subsequent purchasing). Other projects in prospect include for example a submarine power cable from the mainland to Zanzibar, power stations on Zanzibar and Pemba, a plant for the assembly of electrical accessories, a pyrethrum refinery, sugar and cashew nut processing factories, shoe and canvas factories, and a tea factory.

The demise of the East African Community has involved a substantial revision of Tanzania's third five-year plan (now, in principle, in its second year). A Tanzanian Harbours Authority and Railways Corporation and national airline have now been established and all will provide extensive sales opportunities. There will also be possibilities of supplying a wide range of equipment in the telecommunications field.

Only Tanzanian nationals are now working at the community headquarters in Arusha and while it has been announced that the way is now open for other states to join, to the best of my knowledge no active formal negotiation is taking place. It is conceivable, however, that while the headquarters of the community has always been in Tanzania, the fulcrum of a new economic grouping may also, for political and geographic reasons, now lie here.

The break-up of the old community might well, therefore, provide further impetus to economic development in Tanzania.

Effects of border closure

Closure of the border with Kenya has already made it necessary for Tanzania to develop its own tourist industry and it has been announced that, even if the border opens (and there is no indication that this will happen in the near future), tourists will no longer be allowed to come by road from Kenya. Whatever else happens in the longer term it seems clear that trade between the two countries will not return to its former state. Kenyan representation has been frowned on for some time and this has now intensified into a positive (though not absolute) disinclination to deal with representatives from Kenya.

Tanzanian importers are at present generally unable to buy goods from Kenya (although they may still place some orders there for supply from another country) and are instructed to seek alternate sources of supply. UK companies who were indirectly involved in the Kenya-Tanzania trade may therefore need to look again at their agency arrangements and to consider supplying Tanzania direct from the UK. Tanzania believes that it can get goods more cheaply from sources other than Kenya and since almost a third of the goods imported into Tanzania from Kenya had previously been imported into Kenya, there may be some truth in this.

Kenyan exports to Tanzania included medicines, insecticides, paper and paper products, glassware, soap, industrial chemicals, electrical and building materials, baby foods and toiletries, powder, cereals, lubricating oil and greases and printing ink. The border closure may well lead to Tanzania setting up local manufacture in some of these and in some other lines (as it already has for example with printing ink, baby foods and carbon dioxide).

The management of companies operating in Tanzania from Kenya may also become increasingly unattractive to the Tanzanian authorities (and while dividends are being remitted to the UK they are not going to Kenya) and UK parents may care to keep these arrangements in this respect under review.

Change in import regime?

Some change in the imports regime is in prospect. The Minister for Finance told the National Assembly in June that the red-tape of confinement (the system whereby a nominated parastatal company controls the importation of particular goods) should be reviewed. Not only did it increase prices but it also contributed to late deliveries. He felt that parastatals and institutions which required raw materials in large quantities should be able to import direct from the supplier (which would affect particularly the Agricultural and Industrial Supplies Company and would necessitate UK exporters making contact with end users). The minister said he had already instructed the Bank of Tanzania to liberalise importation of spare parts, building materials, raw materials and agricultural equipment and implements.

Business prospects good

So while Tanzania is by no means without its problems the immediate prospects for business are good and in the longer term the economy may be aided by, for instance, the development of the coal and iron deposits in the south-west (making use of the Tazara railway), and the gas finds off Songo Songo island. In addition it will continue to receive relief for fluctuating prices of prescribed commodities, from the Lomé Convention's scheme for stabilisation of exports.

Despite the fact that trade may be to some extent politically directed and therefore the present difficulties in clearing the way to majority rule in Rhodesia may act against us, Britain remains traditionally Tanzania's major trading partner in both directions. Our interest in UK-Tanzania trade was given formal recognition and no doubt our exports further impetus by the highly successful visit last month of Michael Meacher, the Parliamentary Under-Secretary of State for Trade.

Overseas trade exhibitions

EMO provides shop window for world machine tools

From Michael Whelan, British consulate-general, Hanover

General satisfaction with the results of their exhibits was expressed by the 69 British machine tool manufacturers at the international machine tools exhibition (EMO) which was held in Hanover from 20 to 29 September. The exhibition which was opened by Dr Hans Friedrichs, the Federal Economics Minister, was the largest of its kind in the world and therefore the most important event on the international machine tools calendar.

The fair attracted 1615 exhibitors from 29 countries, representing 95 per cent of world production. It embraced 15 halls with a total net space of 116 548 m². As could be expected the host country, West Germany, took pride of place with 764 exhibitors. There was, however, a notable increase of foreign exhibitors with 851 against 768 at IHA '73, the last machine tools exhibition held in Hanover. In spite of a decrease from the 90 exhibitors at that event the UK held a respectable fourth place behind Italy (183) Switzerland (165) and France (107).

British exhibitors represented more than 60 per cent of the production capacity of Britain's machine tool industry and to judge from their optimistic reports, they expect a considerable amount of business to result from inquiries. A number of the firms reported a large proportion of business concluded on the stands, and at least one company sold all its machines from the stand.

Altogether, more than 200 000 visitors were recorded, of which over 25 per cent were from foreign countries. Most prominent were France, Switzerland, Italy, Great Britain and the United States, Egypt and India.

Alan Williams, Minister of State, Department of Industry, also held a well-attended press conference with journalists from five countries present, Sir Roy Mackintosh, director-general of Nedo, Mr A. Frodsham, director-general of the Engineering Federation and chairman of the Machine Tool EDC and Mr John Rich, counsellor (commercial) British embassy, Bonn, also visited the exhibition.

Exhibitions in Hanover are not among the cheapest to show at, and EMO was no exception, with space rentals costing over DM 250/m². For the British joint venture, however, this is greatly reduced by the British Overseas Trade Board's financial contribution for which much appreciation was echoed by many of the exhibitors.

The British consulate-general, Hanover, the Hanover-Hildesheim Chamber of Commerce

and the British-German Trade Council held a reception for British exhibitors and German businessmen in the rooms of the Chamber of Commerce on 22 September, which was well attended and provided a good opportunity to exchange views.

EMO has shown that, throughout the world, a great deal of research has gone into developing new methods of improving factory performance and productivity. Also in evidence were advances in shop floor safety and environmental developments. Another notable point was the increase in standard of the products of the developing countries.

Hanover once again provided a show window for the world's machine tool industries and, not least from the British point of view, was an event one cannot afford to miss be it as an exhibitor or a visitor. The third EMO is scheduled to take place in October 1979 in Milan.

Successful packaging come-back in Finland

From J Tuukkanen, British embassy, Helsinki

Finnish Minister for Foreign Affairs, Mr Paavo Väyrynen, expressed the Finnish government's view that national standards should not be made unreasonably stringent in order to raise barriers to international trade, when he opened the Helsinki international technical fair on 20 September.

He also reminded the packaging industry of its responsibility to protect the environment, and expressed his trust that the industry is seeking practical and economical solutions towards that end. He went on to commend the material handling industry for its contribution to commerce, particularly through the development of containerisation, unit loads and standardised packages, but cautioned the industries not to overdo their part in the distribution chain, which could lead to increased cost to the individual customer.

Over 37 000 professional visitors attended this specialised, five day exhibition, which was restricted to the trade. The large turnout was probably due in part to the fact that this was the first exhibition in Finland for 11 years to feature the packaging industry. Despite the overall gloomy economic picture in Finland over 550 firms from 21 countries were confident enough in a brighter future to participate. Official national exhibits were organised by Bulgaria, Great Britain, the German Democratic Republic, the Federal Republic of Germany, Denmark and Czechoslovakia.

The British presence was encouragingly strong as there were 56 UK firms on their agents' stands in addition to the 11 firms participating in the joint venture, organised by the Department of Trade and the Birmingham Chamber of Industry and Commerce. Those taking part were British Cellophane Ltd, Chambon Ltd, Flexiveyor Products Ltd, Instron Ltd, Jones Cranes Ltd, Metal Products (Arden) Ltd, Richard's (Leicester) Ltd, Spray Finishing Systems Ltd, Truflo Ltd and S. S. White Industrial Ltd. All reported satisfaction at the number and quality of serious inquiries, and some firms were surprised at the number of visitors, which was far in excess of their expectations. No firm orders were booked but short term sales potential could be as high as a million and a quarter pounds. The customer reaction seemed favourable and many were pleased to see so much new equipment and materials on display.

For the second time the technical fair had a specialised theme. This has proved to be a successful approach, and next year's event will focus on the machine tool industry when again it is hoped there will be a joint venture stand.

UK firms have much to offer at Spoga

From the British embassy, Bonn

At this 19th multi-national exhibition for sports goods, camping equipment and garden furniture in Cologne from 25 to 27 September. (Spoga) with the largest 'away team' more than 150 British firms took part in joint venture stands organised by the British Overseas Trade Board in association with the Federation of British Manufacturers of Sports and Games Ltd, The British Association of Fishing Tackle Makers and Distributors Ltd, the Camping Trades Association of GB Ltd and the Leisure and Outdoor Furniture Association. As well as the many independent exhibitors, other firms in the joint stands participated under the auspices of Cosira, The Council for Small Industries in Rural Areas and The Scottish Development Agency.

The British contingent showed a host of products, for indoor, outdoor and water sports including clothing, fishing equipments, garden furniture, camping and climbing gear. The European sportsman, keep-fit enthusiast, open air leisure seeker, or even shove-halfpenny fanatic could not have been offered a better choice of equipment by British industry. The prizes for the exhibitors were the good orders, inquiries and contacts.

There were a variety of excellent goods on show and with a 10 per cent European growth rate in camping, U.K. firms had much to offer. The fishing and tackle manufacturers with some high technology products were ready to meet new trends in European angling. British sports clothing showed its potential to fit continental demands for fashion and styling and buyers were again attracted to the traditional and well-known British sports goods and equipment. A total of 5000 of the 39 000 visitors came from overseas to see the 1733 exhibitors (1038 foreign firms) who occupied 130 000 m² in 13 halls. The West German market for sports goods is worth about £1,000 million thus making a very attractive target for exporting firms. The share of imported sports goods is estimated at £250 million.

Despite some reduction in consumer spending and unsporting weather this year, trade prospects for 1978 were said to be better than was hoped. It is expected that prices in general will show only a small increase next season.

Because of demand, next year's Spoga will be a four-day event and held in Cologne from 30 September to 3 October. Again at the same time as the international garden trade fair.

Wescon focus on microprocessor peripherals

From K. McNamara, British consulate-general, San Francisco

'Electronics at the Golden Gate' was the theme of the twenty-sixth annual Wescon show held in the Civic Auditorium/Brooks Hall, San Francisco from 19 to 21 September 1977. Sponsoring organisations were the San Francisco Bay Area Council and the Los Angeles Council of the Institute of Electrical and Electronic Engineers, and the Northern and Southern California Chapters of the Electronic Representatives Association.

A total of 680 exhibit booths in the Civic Auditorium and Brooks Hall were occupied

British joint venture stands at the Helsinki technical fair.

Michael Meacher (right) admires Sinclair's pocket television on the company's stand at Wescon, with him is C. J. Childs, sales manager, instrument division, of Sinclair Radionics Inc.

by about 400 exhibitors who displayed and demonstrated a variety of new products and systems. As the 'state of the art' advances each succeeding show highlights a new area of interest. The spotlight for 1977 was on microprocessor peripherals but there was also considerable emphasis on micro-processors and microcomputers. The official attendance was reported to be 38,136.

The Brooks Hall/Civic Auditorium area was divided into three major product sections: components and microelectronics; mini and microcomputer and peripherals; and production packaging and test equipment. The professional programme held in the civic auditorium consisted of 30 morning and afternoon sessions and covered a wide range of subjects including such controversial topics as 'The Energy Crisis,' 'Satellite Systems of the 1980s,' and 'Home Computers – The Next Billion Dollar Market?'

Sponsored by the Electronic Engineering Association (EEA) in conjunction with the British Overseas Trade Board, a record group of 22 UK manufacturers participated in a joint venture. A record attendance and a record number of exhibitors combined to make the 1977 Wescon show the most successful in recent years. British firms taking part were well satisfied both with the quantity and quality of inquiries received. They were confident that export business would follow. PB Electronics of Scotland negotiated a contract initially worth $50,000 which could generate $500,000 over a five-year period. Unusual interest was shown in a range of digital multi-meters offered by Sinclair Radionics Ltd, and a Sinclair pocket television set was the door prize for each day of the show.

Michael Meacher, Parliamentary Under-Secretary of State at the Department of Trade, was in San Francisco during the time the show was held and in company with Mr I. A. C. Kinnear, consul-general, San Francisco, he made an extensive tour of all the British stands. A British Electronic Industry information stand was manned by a representative of the EEA and staff of the trade section of the British consulate-general.

The Wescon show alternates between San Francisco and Los Angeles, and the attendance of 38 136 was substantially more than the 31 340 who attended the preceding show held in San Francisco in 1975. The increased interest is no doubt indicative of the current healthy state of the electronics industry in the United States and the excellent prospects for continued growth in the future.

The twenty-seventh annual Wescon show will be held in the Los Angeles Convention Center, 12 to 14 September 1978. The Wescon show presents an excellent opportunity to UK electronic manufacturers who wish to survey their prospects in the United States market, and such companies should seriously consider the possibility of taking part in the British joint venture.

Strong British presence at Brno

From Bryan Sparrow, British embassy, Prague

British companies were at the 19th Brno engineering fair from 13 to 22 September in their traditional strength. Most of these companies (65 exhibitors representing 130 companies) were members of the three joint ventures organised by the Scientific Instrument Manufacturers Association, the Birmingham Chamber of Commerce and the Federation of Manufacturers of Construction Equipment and Cranes, although there were a number of companies exhibiting independently. If more space had been available the number of UK firms exhibiting would have been higher.

British participation was particularly strong in the fields of electronics and handling and construction equipment, but other areas such as metal working and metal treatment, reprographic equipment, hand tools and textile machinery were well represented.

Not discouraged

Although precise figures are not available it seems fairly clear that present economic circumstances have held back purchases from developed countries and that the volume of business done with these partners was somewhat disappointing. Most British companies are not, however, discouraged and look upon their participation at Brno as part of their long term approach to selling in this market and have grounds for hope of important prospects in the future. The fair provided a good opportunity to renew old and to establish new contacts with actual and potential customers.

Minister's visit

Alan Williams, Minister of State for Industry, who was on an official visit to Czechoslovakia as guest of the Minister of General Engineering, Ing P. Bahyl, spent the day at the exhibition. Apart from official contacts Mr Williams was able to visit most of the British stands and to meet nearly all the British exhibitors at a reception he gave on the fair grounds.

Duke of Kent visits marine show

The Duke of Kent, vice-chairman of the British Overseas Trade Board, visiting J. V. Dunhill Boats during the international marine trade show in Chicago from 22 to 25 September.

Expansion anticipated at Paris jewellery salon . . .

From Robert Hyde, British embassy, Paris

Attendance figures topped 35 000 at the 64th Paris jewellery and giftware salon 'Bijorhca' held from 8-13 September at the Porte de Versailles Exhibition Park. The number of exhibitors, at 1026, showed an advance of 120 over the corresponding show in 1976.

The British Jewellery and Giftware Federation again sponsored a group of 14 companies exhibiting in five different sections of the show. The largest group of six firms showed in the fine jewellery section, and of these Celsteel and Keith Gardner, the latter new to the salon, enjoyed particularly encouraging results. Adrien Mann, a well established participant in the costume jewellery section, again had a successful show, while Clover Leaf in the giftware section were once more happy with results.

All in all, this second joint venture at the September session of this fully-subscribed and impressively busy show was a successful undertaking which held promise of even greater achievement in future if the anticipated expansion of the salon takes place.

Left to right: Keith Gardner, Mr R. White (president of the British Jewellery and Giftware Federation) and Mr G. F. Finlayson (counsellor (commercial), British embassy, Paris), at the Paris jewellery and giftware salon.

. . . and promising results for leather week

From Robert Hyde, British embassy, Paris

At the 35th Paris international leather week held at the Porte de Versailles Exhibition Park from 8 to 12 September, more than 80 British companies took part in the joint ventures sponsored by the British Leather Federation and the Skin, Hide and Leather Traders' Association.

While firms in the machinery and accessories sections of this large and truly international exhibition in the main reported promising results, the hides and skins and tannery sections as a whole suffered more directly from the present uncertainty in the world leather market. In the machinery section Cox and Wright enjoyed a particularly happy show with their footwear machinery. Outside the joint ventures, leading manufacturers such as Barrow Hepburn, James Garnar, Pittard and Turner maintained their long established participation in this impressive exhibition.

Ambassador Sir Nicholas Henderson toured some of the British stands on 9 September, accompanied by Sir Kenneth Newton, Master of the Leathersellers' Company and John Wright, president of the British Leather Federation.

Sir Nicholas Henderson, British ambassador in Paris, talking to Mr J. W. Wright of Barrhead Kid, president of the British Leather Federation, at the Paris leather week.

Over £5½m business expected from Tehran fair

From C. V. Anson, British embassy, Tehran

After opening the fifth Tehran international trade fair on 19 September, the Shah and Shahbanou, accompanied by members of the Iranian Cabinet, toured some of the pavilions at the trade fair, which was the largest yet organised by the Iranian authorities. Over 1500 companies took part from 42 different countries and Britain was amongst the three largest foreign exhibitors.

A total of 38 British companies exhibited together in the British pavilion on a prominent spot. In addition there were six other British firms exhibiting elsewhere on the ground either independently or in conjunction with their Iranian joint venture partners. Once again the British pavilion was strikingly laid out in a red, white and blue theme which has proved a winner at previous trade fairs in Iran. This design attracted many favourable comments both from the exhibitors and from visitors to the pavilion. British firms this year exhibited a wide range of capital, intermediate and consumer goods with the British electrical generating, textile, carpet and automobile industries particularly well represented.

A British national day ceremony was held on Wednesday, 21 September, at which Alireza Arouzi, then Deputy Minister of Commerce in the Iranian government, and Sir Anthony Parsons, British Ambassador to Iran, represented their respective countries. After the national day ceremony, which was attended by most of the exhibitors, Alireza Arouzi visited every stand in the British pavilion and identified several trade opportunities which were later followed up by exhibitors.

All British exhibitors were pleased with the results and steady progress had been made by many firms in penetrating the lucrative Iranian market. Although as always members of the public made up a large proportion of visitors, exhibitors were generally pleased with the number of serious inquiries received from businessmen. Altogether the 38 firms in the British pavilion estimated that they had taken orders of more than £800,000 during the exhibition with expectations of doing another £5.6 million-worth of business over the next 12 months as a result of their participation. About half the exhibitors this year also said that they would wish to participate again during the next two or three years.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842. (Alternative no 01-215 5051.)

British designers in force at Lille

From J. L. W. Hobbs, British consulate-general, Lille

Lille is rapidly becoming a recognised international centre for the rather specialised market of buying and selling designs for the textile, wallpaper and pottery industries. The 'Indigo' fair, held annually in this city, has gone from strength to strength since the first event in 1974.

It attracted this year over 250 designers from ten countries including 37 from Britain whose contingent was the largest after France. The fair has already established an international reputation with those design-conscious firms who recognise that it is not always a good idea to rely upon the well-meant efforts of the office clerk who happens to be good at drawing.

Indigo attracts buyers from all over the world, including countries as far away as Japan and the United States, and the organisers were well pleased with this year's attendance figure of about 2400. One British designer, exhibiting in Lille for the first time, claimed to have covered the cost of participation by sales achieved during the first morning, and most of the others were well pleased with the business they had done. The real value of the fair however lies in the possibility it provides of establishing contact with design buyers, leading to useful follow-up business. The rapid growth of the fair, and especially of the interest shown in it by British designers, is evidence of this

It is a compliment to the quality of British design, no less than to the initiative of the designers themselves, that they regularly participate in this event with such obvious success in a highly competitive market.

Footwear manufacturers look for EEC markets

From H. C. Von Massenbuch, British consulate-general, Dusseldorf

Once again the British footwear industry, represented by some 20 British footwear manufacturers, demonstrated its commitment to the further expansion of its export trade with EEC markets when, sponsored by the British footwear manufacturers' federation, 16 firms exhibited under the BOTB joint venture scheme at the international footwear fair, at Düsseldorf, which ran from 24 to 26 September 1977.

The fair itself set new records by attracting some 25 000 trade visitors from over 30 countries to see sample displays covering the over 29 300 m² net exhibition area of a record of 581 exhibitors from 25 countries. Despite these records, few exhibitors could claim results which did not reflect some of the restraint of the trade which has now followed the experiences of a rather flat trading season in most of Europe's major consumer markets. The British exhibitors were, however, able to realise many of their set objectives.

Most firms were satisfied with the trade inquiries received from the Benelux countries, which, together with Austria and Switzerland, were seen by most as a springboard into the German market. Others already active in the German market, were able to develop further useful ties with the German trade. Even though it was a fair without highlights and not all expectations were fulfilled, the British exhibitors undoubtedly profited by their showing as did the British footwear industry as a major producer by its very presence at this major international event.

The next international footwear fair, Düsseldorf, will be held from 18 to 20 March 1978.

Scientific exhibition in South Korea

An all-British industrial and scientific technology exhibition sponsored by the British Overseas Trade Board will take place in Seoul next year from 5 to 10 June. It is being organised in conjunction with the Gauge and Tool Makers Association, the British Health Care Export Council and the Scientific Instruments Manufacturers Association.

The Korean economy has shown remarkable growth throughout the 1970s, leading to comparison with the position of Japan a decade ago. In 1976 the GNP expanded by over 15 per cent and the fourth five-year plan (1977-81) envisages annual growth of 9 per cent. The plan forecasts industrial growth in all major sectors and there will undoubtedly be good opportunities for British suppliers.

In 1976 UK exports to Korea totalled over £63 million and in the first eight months of this year were worth £52.3 million. Our main exports are in a range of machinery, transport equipment, scientific instruments and natural textile fibres. The Koreans have expressed a concern that their economy is dominated by Japan and the USA and are consciously looking towards Europe as a source of supply.

Firms wishing to participate in the Seoul British industrial and scientific technology exhibition are advised that there is a limited amount of exhibition space still available and that the final closing date for applications is 17 November 1977.

Further details including costs and an application form for space are available from Richard King, BOTB, tel. 01-248 5757 ext. 7317/663.

Capital goods exhibition in Iraq

A specialised exhibition is to be held in Baghdad for two weeks from 1 March 1978. This exhibition will be similar to the one held in August of this year with minor changes. For example firms will be able to purchase the amount of space of their choice and supply their own stands.

A letter of invitation will be issued soon to those who participated in the 1977 exhibition and to established suppliers to the six state companies for which the State Organisation for Capital Goods is responsible. An invitation to other appropriate manufacturers who might be interested is likely to be given general publicity.

Fifty thousand Buggies ordered at Cologne fair

Alan Nash, sales director, Andrew Maclaren Ltd, demonstrates the new Lie-back Buggy with its hood to one of the many visitors to the firm's stand at the international trade fair for children and young people held at Cologne, from 7 to 9 October. Over 50 000 Lie-back Buggies were ordered at the fair for delivery by the end of the year.

Overseas trade country data

Argentina

Import liberalisation of tractors. Resolution 754/77 of 5 September lifted the import suspension on tractors (tariff numbers 87.01.01.02, 87.01.01.04, 87.01.01.05, 87.01.01.06, 87.01.01.41, 87.01.01.42, 87.01.01.43 and 87.01.01.44). The same resolution also amended the import duty and the text of the following subheadings:

Tariff no.	Description	Ad valorem cif
87.01.01.06	Four wheels and/or three wheels of more than 100 hp and up to 110 hp at the draw-bar	40%
87.01.01.07	Four wheels and/or three wheels of more than 110 hp and up to 130 hp at the draw-bar	30%

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Chain hoists, etc. A notice in *Trade and Industry*, 30 September (page 619), reported that the Australian government had accepted the recommendations of the Temporary Assistance Authority for according temporary protection to the local industry against the import of manually operated chain hoists, chain pulley tackle and chain winches.

The government has now announced that the Industries Assistance Commission has been asked to inquire into and report on the long term assistance requirements of the sector of industry manufacturing these products. The commission has also been asked to submit an interim report by 28 April 1978 regarding the need for assistance for chain blocks beyond 31 July 1978.

Details of the public hearing will be announced as soon as they are available.

Inquiries: CRE 01-215 5319.

Ref: CRE 1530/77

Spectacle and sunglass frames. A notice in *Trade and Industry*, 1 July 1977, reported that the Australian Department of Industry and Commerce had received a request for temporary protection against the import of spectacle and sunglass frames (tariff item 90.03.100).

It has now been announced that the department has sent a reference to the Temporary Assistance Authority (TAA) for inquiry and report within 30 days of the date of the reference; the date of the public inquiry has been arranged for 18 October in Canberra.

Any temporary protection which may be accorded the goods on the recommendation of the TAA will be in the nature of a holding action pending government consideration of the question of long-term protection for the local industry.

UK firms and trade associations intending to submit evidence at the public hearing should advise the Secretary, Temporary Assistance Authority, PO Box 80, Canberra ACT 2600, without delay. Evidence may be submitted either through the accredited agent of the firm or trade association concerned or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2542, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 1007/77

Chemical products. A notice in *Trade and Industry*, 15 July, reported that as part of the tariff review programme, the Australian government had sent a reference to the Industries Assistance Commission on the question whether assistance should be accorded to the production in Australia of certain chemical products.

It has been announced that the public hearings into the references will be held as follows:

Location	Time
12th Floor Marland House 570 Bourke Street Melbourne, Vic	Commencing 10.00 am Wed, 2 Nov 1977
Public Inquiry Room 16th Floor 59 Goulbourn Street Sydney, NSW	Commencing 10.00 am Mon, 7 Nov 1977

Interested parties who have not yet notified their intention of submitting evidence at either of the hearings should write immediately to the Industries Assistance Commission, PO Box 80, Canberra ACT 2600.

Inquiries: CRE 01-215 5319.

Ref: CRE 395/77

Plywood and hardboard. The Australian Department of Industry and Commerce has received a request for temporary protection against the import of thin wood-based panel products, namely thin plywood exceeding 5.5 mm in thickness and hardboard, tariff items 44.15.190 and 48.09.100.

Requests for temporary protection are initially considered by the department concerned and at a later stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference. Any temporary protection which may be accorded on the recommendation of the Temporary Assistance Authority is in the nature of a holding action pending government consideration of the general question of long term protection for the industry.

Interested parties should send their views to reach the Department of Industry and Commerce, Canberra, ACT 2600, by 21 October.

Inquiries: CRE 01-215 5319.

Ref: CRE 1532/77

Harvesters. A notice in *Trade and Industry*, 24 June, reported that the Industries Assistance Commission had been asked to inquire into the by-law admission into Australia of self-propelled combine harvesters and self-propelled green cane chopper harvesters.

The Minister for Business and Consumer Affairs has now considered the commission's recommendation that self-propelled harvesters should not be granted concessional by-law admission and he has decided that the present by-law which allows duty free admission to combine harvesters having a threshing drum with a width of not less than 1.22 m (48 in) and a diameter of not less than 0.45 m (18 in) provides the most appropriate cut off point and should remain in force for the time being; the by-law will however be kept under review.

The minister accepted the commission's recommendation that concessional entry under by-law should not be granted in the case of green cane chopper harvesters.

Inquiries: CRE 01-215 5319.

Ref: CRE 867/77

Barbados

Import licensing. By SI 194 and 203 of 1977, the Barbados authorities have announced that import licences are now required for the following goods:

Tariff no.	Description of goods
16.04.1	Sardines, herrings, mackerel
16.04.9	Other prepared or preserved fish
16.05	Crustaceans and molluscs, prepared or preserved
22.07	Wines made from fruit (not including grape)
33.06.2	Shampoo
42.02	Travel goods, shopping bags, handbags, satchels, brief-cases, wallets, purses and similar articles of whatever material made except leather
84.17.1	Solar water heaters

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

There need be no question in your mind if you make use of Air Marketing International group of companies' unrivalled expertise in the field of air freighting.

Located at Gatwick Airport the group provides a comprehensive and world-wide service including warehousing, documentation and road transportation.

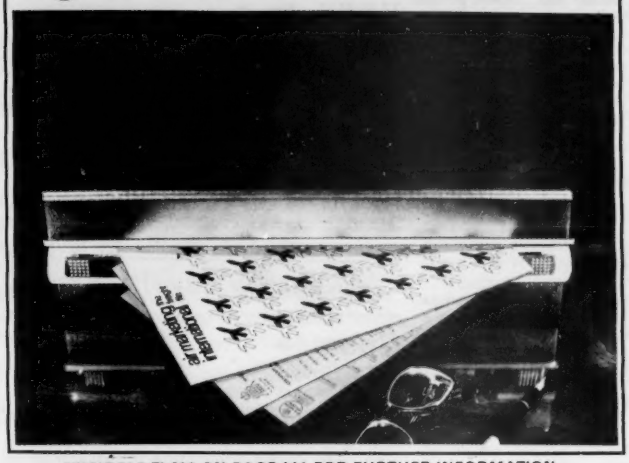
Just ask your secretary to clip this advertisement to your letterhead and we will send you a copy of *The Freight File* containing details of routes and rates – the facts will then speak for themselves.

Let Air Marketing International have that last word – **Delivered!**

Air Marketing International Ltd
9 Church Rd., Lowfield Heath
Gatwick Airport
Crawley, Sussex RH11 0BN
Telephone: **Crawley 36462**
Telex: **877180**
Cables: **AMIL CRAWLEY**

air marketing international

Signed. Sealed. Delivered?



ENCIRCLE TI 611 ON PAGE 111 FOR FURTHER INFORMATION

Penetrate the heart

Penetrate the heart of the largest construction market in the world with MIDDLE EAST MATERIALS AND EQUIPMENT, to be launched in November 1977. Well researched controlled circulation of 7,677, reaching senior officials and executives within Building and Civil Engineering Contractors, Government Depts. and State Organisations, Architectural Practices, Consulting Engineering Firms, Importing and Trading organisations etc. Special "pre-publication" subscription price of £12.00 (normal price £16.00) on all orders received before 31st October, 1977. (Cheques made payable to B.W.S. Publishing Ltd.) For all enquiries (subscription and advertising) contact J. Brazier at: (Dept. TI) B.W.S. Publishing Ltd., 4 Addison Bridge Place, Kensington, LONDON. W14 9BR
Tel: 01-603 4567

A BWS Publication

Publishers of the Architect, Builder and Decorator, Plant International, Public Service and Local Government, Q.S. Weekly, Middle East Materials and Equipment, West African Materials and Equipment.

ENCIRCLE TI 613 ON PAGE 111 FOR FURTHER INFORMATION

To Thailand and Tipperary

Stacey deliver the Stainless

For your IMMEDIATE requirement in stainless steel contact the Specialists. With supplies available from the largest stock in the United Kingdom, backed by comprehensive processing facilities, Frank Stacey offer an unrivalled EXPORT service. No matter how small your need you are assured of immediate attention.

Telephone, Telex or Cable your enquiries to:–

FRANK STACEY
Calthorpe House, Hagley Road, Birmingham, England. B16 8QD
Telephone: 021-455 9820. Telex: 338291
Telegrams: Paratus Birmingham Telex

Stacey Stainless Steel

ENCIRCLE TI 619 ON PAGE 111 FOR FURTHER INFORMATION

Brazil

Proposed increase in duty: absorbent paper. Customs Policy Edital 866, published in the *Diario Oficial* of 12 September, gave notice that the council was considering a proposed increase in import duty on 'absorbent paper, in its natural colour, white or dyed, suitable for impregnation with resin', under tariff heading 48.01.02.99 'ex', from 55 per cent to 85 per cent.

Ion exchangers. Customs Policy Council Edital 867, published in the *Diario Oficial* of 12 September, gave notice that the council was considering a proposed increase in the duty on 'ion exchangers, based on synthetic resins', under tariff heading 39.02.02.14, from 17 per cent to 47 per cent.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Revised reference prices on lenses. Customs Policy Council Resolution 3017, published in the *Diario Oficial* of 9 September, revised the reference prices on lenses for spectacles, of tariff heading 90.01.04.00. The amendments are extensive and so not published here but interested exporters may obtain details from OTAR section.

Diodes. Customs Policy Council Resolution 3020, published in the *Diario Oficial* of 9 September, established a reference price of US$122.00 per thousand on diodes of tariff heading 85.21.12.00.

Common gammaglobulin. Customs Policy Council Resolution 3022, published in the *Diario Oficial* of 16 September, revised the reference price on common gammaglobulin, of tariff heading 30.01.06.00, to US$1,566.00 per kilo cif.

Tools. Customs Policy Council Resolutions 3018 and 3019, published in the *Diario Oficial* of 9 September, gave revised reference prices on pliers, pincers, tongs and the like, under tariff heading 82.03.01.00, and spanners, wrenches and the like, under tariff heading 82.03.03.00. The amendments are extensive and so not published here but interested exporters may obtain details from OTAR.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Reference price on aluminium powder. Customs Policy Council Resolution 3021, published in the *Diario Oficial* of 9 September, established a reference price on aluminium powder, of tariff heading 76.05.00.00, of US$1.40 per kilo cif.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Further exemptions from prior deposits on imports. Banco Central Resolution 443, of 14 September 1977, exempted a list of goods from the 360 day prior deposit on imports. Most of the goods are exempted immediately but a small number will be exempted from 1 January 1978. The goods affected are as follows:

Goods exempted immediately:

Tariff no.	Goods
01.02.01.02	Bovine animals for consumption
03.01.00.00	Fresh fish, live or dead, chilled or refrigerated, other than those included in subheading 03.01.01.02 (live ornamental fish)
25.24.02.00	Asbestos fibre
26.01.00.00	Metallurgical ores
28.12.01.00	Boric acid
28.28.16.00	Vanadium pentoxide (vanadium anhydride)
28.38.30.00	Neutral sodium sulphate (glauber salts)
28.42.17.00	Neutral sodium carbonate
38.08.01.00	Colophonies
73.13.05.03	Sheet steel, coated with chrome, of more than 4.75 mm thickness
73.13.06.03	Sheet steel, coated with chrome, of 3 mm-4.75 mm thickness
73.13.07.03	Sheet steel, coated with chrome, of less than 3 mm thickness
74.01.05.00	Waste and scrap of copper
76.01.03.00	Waste and scrap of aluminium
78.01.04.00	Waste and scrap of lead
79.01.04.00	Waste and scrap of zinc
81.04.03.01	Raw manganese
81.04.05.01	Raw antinomy
81.04.06.01	Raw bismuth
81.04.07.01	Raw cadmium
81.04.08.01	Raw cobalt
84.17.02.01	Semen containers

In addition to the above list the following are also exempted forthwith:

Parts, components, raw materials and intermediate products not having a national similar, intended for the manufacture of machines, equipment and apparatus necessary for the fulfilment of contracts which are the object of international competition in Brazil, when such can be proved to CACEX and observing a limit of 20 per cent of the value of the machines, instruments and equipment of Brazilian manufacture to be supplied.

Wheel chairs and similar vehicles having a propulsion mechanism (with or without motor) especially constructed to be used by invalids, as well as other special apparatus for paraplegics or handicapped people, including parts and spares.

Hangar and apron tools and lubricants for the maintenance of aircraft, not having a national similar, with the prior approval of COTAC.

Goods leased abroad for fulfilling services or industrial purposes in Brazil, provided that the goods are included specifically in any of the exceptions of this heading.

Unserviceable ships intended for scrap.

Cardiac valves.

Milk based concentrated liquids, not having a carbohydrate solution, for the feeding and medication of infants.

Goods exempted from 1 January 1978:

Tariff no.	Goods
74.01.02.00	Unrefined raw copper
74.01.03.00	Refined raw copper
75.01.01.00	Mattes, speiss and other intermediates of nickel metallurgy
78.01.01.00	Unrefined raw lead
78.01.02.00	Refined raw lead
79.01.01.00	Unrefined raw zinc
79.01.02.00	Refined raw zinc
90.06.00.00	Astronomical and cosmographical instruments
90.21.00.00	Instruments, apparatus and models intended for demonstration (instruction, exhibitions, etc) not suitable for any other use

Goods included in headings 90.17, 90.18 and 90.20, provided that these are imported directly by medical institutions for their own use and are financed for a term not less than five years are also exempted.

Goods imported under drawback terms and not re-exported within the set period will now not only be charged the duties and taxes but also the import deposit.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Colombia

Import licensing. Resolution 097 of 9 August 1977 has removed the following products from the previous import licence list and these items may now be imported under the free import licence list.

Tariff no.	Description
27.01	Coal briquettes, ovoids and similar fuels
27.02	Lignite, whether or not agglomerated
27.03	Peat
27.04	Coke and semi-coke of coal, of lignite and peat
27.01.03.01	Petroleum for aviation
27.10.03.02	Petroleum for other uses
27.10.04.02	Kerosene
27.10.05.00	Distilled fuel oils (gas and diesel oil)
27.10.06.01	Fuel oil
27.10.07.01	Base oils
27.10.07.04	Other finished lubricating oils, in containers of up to 200 litres
27.10.07.30	Lubricating greases
27.13.01.00	Paraffin
27.14.01.00	Petroleum bitumen
29.01.05.01	Benzene
29.01.05.02	Toluene
29.01.05.03	Xylene
29.14.15.00	Naphthenic acid
38.18.00	Composite solvents and thinners for varnishes and similar products
73.24.02.01	Containers of iron or steel for compressed or liquefied gas for normal work pressures of up to 20 atmospheres

Inquiries: OTAR 01-248 5757 ext. 474/476.

Cuba

Transmission of mail. There have been reports of delays in the postal service to Cuba.

The Department of Trade is prepared to forward urgent business correspondence for companies whose business might be seriously affected by such delays.

Companies wishing to make use of this service should contact Mr A. H. Ruyten or Mr W. D. Murphy on 01-215 5296/7.

Cyprus

Origin rules. Petroleum products represented by tariff ex 27.07, 27.09-16, ex 29.01, ex 34.03, ex 34.04, ex 38.14 are now eligible on importation into Cyprus for preferential treatment under the EEC-Cyprus association agreement provided they meet the rules of origin set out in SI 1977/972 entitled 'The Origin of Goods (Petroleum Products) Regulations 1977', and are supported by a movement certificate A.CY.1.

Inquiries: General Division 01-215 5750.

Dubai

Labelling of foodstuffs. The Dubai Municipality issued on 1 August 1977 a regulation (notice 201/77) requiring with effect from 1 November 1977 that the date of manufacture should be stamped on all imported and locally manufactured foodstuffs whether canned, packaged or wrapped. The British embassy advise that the latest information from the Dubai Municipality is that the situation regarding labelling is flexible and that amendment of the requirements and

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

postponement of the implementation date are very likely. However, exporters should be aware that labelling regulations for Dubai are under consideration.

No further details are held at present and as soon as any information is received another notice will be published.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Fiji

Prohibited imports, wood and wood products. The Fijian government has issued an amendment to the Customs (Prohibited Imports) Order 1975, so that import of the following is prohibited except in accordance with the terms of a licence issued by the conservator of forests:

Wood and wood products classified in items 44.03.04.00, 44.05.00.01, 44.05.00.09, 44.13.00.01, 44.13.00.09, 44.15.16.00 and 44.17.18.00, and building board classified in item 48.09.00.00 of the first schedule to the customs tariff act.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Cooking pots, blending compounds, foam or sponge shapes. The Fijian government has issued an amendment to the Customs (Prohibited Imports) Order 1975 so that import of the following is prohibited except in accordance with the terms of a licence granted by the Secretary for Commerce and Industry:

1 Cooking pots and pans, but not including pressure cookers, falling in customs tariff item 76.15.00.00;
2 Blending compound and similar mixtures falling in customs tariff item 33.04.00.00 of a kind used as a raw material in the manufacture of incense sticks;
3 Expanded foam or sponge plates, sheets, strips, rods and profile shapes falling in customs tariff items 39.01.06.09, 39.07.00.00 and 40.08.00.09.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Finland

Minimum import price. The Finnish authorities have announced that the minimum import price of Fmks. 18.00 per unit imposed on imported shirts of cotton and man-made fibres (CCCN 61.03) has been extended until 26 September 1978.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Ghana

Blocked remittances. The Bank of Ghana has announced that it will permit the transfer of profits and dividends earned during the following accounting years, subject to satisfaction of Exchange Control requirements:

Accounting years ending prior to 1966: all sectors, ie commercial companies, industrial companies, shipping, banking, insurance, architects, accountants, etc.

Accounting years ending in 1966, 1967 and 1968: all sectors except commercial companies.

In addition it is understood that separate arrangements will be made for mining companies.

Inquiries: CRE 01-215 3064.

Iraq

Law to preserve the purity of the Arabic language. Since the notice published recently on the above law 64 of 1977, further information has been received from the director-general of Industrial Research and Control in Iraq.

The director-general has given the following advice on the implementation of the new law.

Whilst trade marks, commercial notices, patents and designs should be written in the Arabic language, there is no objection to the registration of the mark in a foreign language in addition, provided the Arabic language is more prominent.

Foreign trade marks which are merely combinations of letters or words used to differentiate marked goods from others should be written in the Arabic language without translation.

Foreign names and personal names indicated in the trade mark should be in Arabic only.

Applications for the amendment of registered marks should be submitted not later than 16 February 1978.

A copy of an unofficial translation of the director-general's guideline is available for public inspection in the Chancery House annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

Japan

Noxious substances in household products. The Ministry of Health and Welfare has announced under the law for the control of household products containing harmful substances (Law 112 of 12 October 1973) a ban on the use of:

Tris (1-aziridinyl) phosphineoxide (APO) in any quantity with effect from 1 January 1978;

Dieldrin with effect from 1 October 1978. The use of more than 30 ppm of dieldrin will be prohibited in textile goods for household use (clothes, carpets, bedding, etc) and knitting wool.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Nigeria

Hotel accommodation. Intending business visitors to Lagos are reminded that hotel accommodation will be difficult, if not impossible, to obtain during the time of the first Lagos international trade fair, which will take place between 27 November and 11 December.

The federal military government will commandeer several of the leading hotels for the exclusive use of exhibitors and visitors should note that even a confirmed booking does not necessarily mean that a room will be available.

Norway

Price freeze. Following the devaluation of the Norwegian Krone against other countries in 'the Snake' the Norwegian government has announced new provisions for the control of prices.

Importers are now forbidden to demand higher prices on imported goods than those laid down prior to 27 August 1977, the day before devaluation took place.

The temporary price control provisions introduced in April 1977 have been superseded by the above measures.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Pakistan

Import duties. Further to the notice in *Trade and Industry*, 23 September (page 564), announcing the import policy for the year commencing 1 July 1977, details have now been received regarding changes to import duties brought about by the Finance Act 1977.

Apart from those tariff items which remain free of import duty the majority of items have duty increases. These increases vary from 2½-30 per cent *ad valorem*. A few items have however had their rates reduced.

Inquiries from British exporters specifying the item(s) in which they are interested preferably by CCCN numbers may be addressed to OTAR 01-248 5757 ext. 420/475/7062.

Sierra Leone

Commercial representation. Notice was given in *Trade and Industry* on 1 July 1977 about the closure of the British Trade and Information Centre in Siaka Stevens Street, Freetown. Business visitors are reminded that commercial matters are now being dealt with by Mr M. J. Pawley, British High Commission, Standard Bank Sierra Leone Ltd Building, Wallace Johnson Street, Freetown (Private Mail Bag c/o GPO Freetown).

South Africa

Tariff application. Customs tariff application list 25/77, published in the South African *Government Gazette* of 7 October 1977, contains an application to the Board of Trade and Industries for increase in duty on:

Woven textile fabrics (tubular or endless), excluding felted textile fabrics, of a kind commonly used in papermaking or other machinery, classifiable under tariff subheading 59.17.30.

Kitchen knives, classifiable under tariff subheading 82.09.90. This application supersedes the application published in tariff application list 23/77 of 23 September 1977.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and

belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Sweden

Compulsory approval of tv games. From 1 January 1978 regulations will enter into force which provide for the compulsory approval of electronic tv games accessories.

Copies of the official National Industrial Board announcement are available (in English).

Inquiries: OTAR 01-248 5757 ext. 458/461.

Thailand

Special import fee. The Thai Board of Investment has issued notice 24/2520 whereby a special fee of 20 per cent of the cif price is placed on the import of discontinuous viscose rayon fibre coming under tariff heading CCCN 56.01.

The Board of Investment shall determine which imports pay the special fee and inform the Customs Department accordingly.

This notice came into effect on 15 July 1977.

Laboratory glassware. A special import fee was applied to scientific laboratory glassware under CCCN 70.17a (Thai Board of Investment notice 20/2520).

The Thai Board of Investment has now issued notice 25/2520 which states that CCCN 70/17a should be amended to read CCCN 70.17.

This notice came into effect on 15 July 1977.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Food colouring. The Thai Ministry of Public Health has issued notice 37 (1977) which deals with 'Classification of food colours as controlled food, their qualities, standards of use, mixtures and labelling', and comes into effect on 14 November 1977.

Copies of this notice are available on loan from OTAR 01-248 5757 ext. 401/468/469.

United States

Fresh cut flowers. The International Trade Commission has reported that imports of fresh cut flowers are not injuring the domestic United States industry.

Inquiries: CRE 01-215 5629.

Casual and sport headwear. The International Trade Commission has reported that imports of casual and sport headwear are not threatening the United States industry.

Inquiries: CRE 01-215 5629.

Refrigerators, freezers and driers. The *Federal Register*, dated 14 September 1977, published a final rule by the Federal Energy Administration prescribing procedures for the energy consumption of electric refrigerators, freezers and clothes driers.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Medical devices. The *Federal Register*, dated 13 September 1977, published a rule proposed by the Food and Drug Administration for procedures and criteria for classifying devices into regulatory control to provide safety assurance of such devices. Written comments (four copies) by 14 November 1977 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857.

A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Import of speciality steels under quota. The following table, derived from statistics made available by the US Customs Service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and US imports of the products concerned from the EEC during this period, as at 30 September 1977.

Pounds weight

	US import quotas for 12 months 14 Jun 1977 to 13 Jun 1978	US imports during this period as at 30 Sep 1977
Steel and strips of stainless steel (item 923.20)	32 600 000	11 977 346
Plates of stainless steel (item 923.21)	6 000 000	1 460 643
Bars of stainless steel (item 923.22)	5 200 000	2 097 135
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.26)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Motor vehicle engines: air pollution. The *Federal Register*, dated 8 September 1977, published a final rule by the Environmental Protection Agency giving details of emission standards for heavy duty gasoline and diesel engines for the 1979 and later model years.

A copy of the text is available.

Inquiries: OTAR 01-247 5757 ext. 456/457/7312.

Plastic beverage containers. The *Federal Register*, dated 23 September 1977, published a final decision by the Food and Drug Administration that acrylonitrile copolymers used to fabricate beverage containers have been found unsafe. The order is effective from 22 December 1977.

A copy of the text is available to British exporters from OTAR 01-248 5757 ext. 456/457/7312.

Yugoslavia

Duty reductions. *Official Gazette* 24 announces reduced duties for imports during 1977 of equipment under tariff headings 83.08; 84.10/2, 3; 84.11/1b; 84.17/1e; 84.61/1, 2; 85.01/1a and 90.24 used in the manufacture of unionised tenzides.

Official Gazette 31 announces the applicability in 1977 of the 1976 resolution (see *Trade and Industry*, 23 July 1976) providing for reduced duties on imported parts and components for manufacture of cars. *Gazette* 31 also allows for reduced duties on imported raw materials, primary products and semi-manufactures and spares for use by the shipbuilding industry and heavy machine industry.

Foreign exchange quota. *Official Gazette* 24 announces the establishment of a global foreign exchange quota for 1977 of Drs 34 million for purchase of display goods by promoters of trade fairs in Yugoslavia.

New legislation. The following laws and regulations have been issued:
Law on fundamental principles of the credit and monetary system.
Law on foreign exchange transactions and credit relations with foreign countries.
Law on public accounting service.
Law on the monetary system.
Law on the Yugoslav National Bank and uniform monetary transactions of national banks of the republics and national banks of provinces.
Regulations on the setting up and work of foreign representatives offices in Yugoslavia.

Inquiries: OTAR 01-248 5757 ext. 460.

Zambia

The Industrial Development Act will become effective from 15 October 1977. This act covers: licensing and control of manufacturing enterprises; agreements for the transfer of foreign technology and expertise to enterprises operating in Zambia; and incentives for investment.

Inquiries: CRE 01-215 5794.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

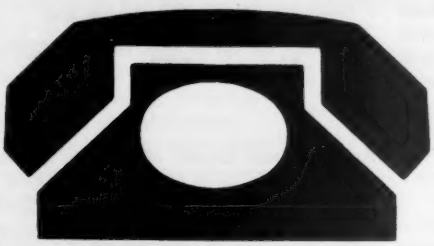
A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) can give you directly, or through your Regional Office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section on 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A

1 Co-ordination of EEC regulations, requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 EEC legislation on tariff and non-tariff barriers relative to community trade

7174 EEC common agricultural policy – aspects affecting exports

Denmark (incl. Faroe Islands and Greenland)

423 France and French overseas departments, French overseas territories

439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao St Eustatius, St Martin (Dutch), Saba, Surinam

466 Italy, Irish Republic

467 Federal Republic of Germany

Sub-section B

Efta countries, Spain, Gibraltar, Malta, Israel, Eastern Bloc, China, Mongolia, Yugoslavia, Macao

458 Israel, Norway, Gibraltar, Malta

459 Austria, Sweden, Switzerland

460 Portugal, Finland, Iceland, Macao, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia

461 Spain, Canary Islands, Andorra

Sub-section C

1 North America, Bahamas, Bermuda, West Indies

455 Canada

456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)

7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and Central America

474 Argentina, British Antarctica Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela

476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D

Africa

462 Algeria, Libya, Morocco, Tunisia

471 Angola, Egypt, Mozambique, Mauritius, Rwanda, Seychelles, South Africa (with S.W. Africa, Lesotho, Swaziland and Botswana), Somalia, Sudan, St Helena and Tristan da Cunha and Ascension Islands, British Indian Ocean Territory

472 Burundi, Cameroon, Central African Empire, Ceuta and Melilla, Chad, Congo (Brazzaville), Madagascar, Equatorial Guinea, Ethiopia, Benin, Gabon, Ivory Coast, Guinea, Kenya, Uganda, Tanzania, Mali, Mauritania, Niger, Senegal, Togo, Upper Volta, Western Sahara, Zaire

473 The Gambia, Ghana, Liberia, Malawi, Nigeria, Rhodesia, Sierra Leone, Zambia

Sub-section E

Australasia and South East Asia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands

468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Islands (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Philippines

469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (includes Ocean Islands, Phoenix Islands, Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F

Middle East (Part) and Asia (Part)

420 Afghanistan, Bangladesh, Burma, India, Nepal, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Sri Lanka, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic

475 Iraq, Jordan, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates

Overseas trade export services

Costain-Arc wins Yemen airport contract

A British joint venture of Costain International and Amey Roadstone Construction has been awarded the contract to build a new airport at Hodeidah in the Yemen Arab Republic. The 141 million Yemeni Riyal (£19 million) contract was awarded by the Yemen government through the Central Planning Organisation and the Civil Aviation Authority and Meteorology. Finance for the project is being provided by the Iraqi external development fund.

This new development will be located alongside the existing Hodeidah airport and will include a 3000 m runway with associated aprons, taxiways and service roads, a control tower, technical buildings, a generating station and a fire station. The electrical and airfield control installations are being undertaken by Cable and Wireless, under subcontract to Costain-ARC. Work begins shortly and should be completed in 22 months.

The International Civil Aviation Organisation, in conjunction with the technical consultants, Sofreavia of Paris, is supervising the construction work on behalf of the Yemen government. This supervision is under the auspices of the United Nations Development Programme.

Further information: circle 832

Sticking to it in the Gulf

Export orders worth £125,000 have been won by Unibond for special adhesives for fixing ceramic wall and floor tiles. These are used extensively in the Gulf states, mainly because they help keep buildings cool.

Although tile adhesives are Unibond's best-seller in the Middle East, the firm is also exporting increasing quantities of Unibond – the universal bonding agent which is the company's main product.

Further information: circle 833

Export orders for GEC SPC equipment

The South African Post Office (Sapo) has ordered more GEC Mk 1P stored-program control (SPC) equipment from GEC Telecommunications. The field trials have been successfully concluded and deliveries worth £4 million have now started from the company's Coventry factories.

This sophisticated on-line computer will be installed in 47 Sapo trunk telephone exchanges to control and set up long distance calls and to provide the call charging rates by a variable time interval (VTI) method.

The SPC Mk 1P will also control and set up local calls in the Witwatersrand area where it will be used to replace electromechanical register translator equipment in 36 Director exchanges.

The South African Post Office now has in use, or on order, GEC SPC equipment worth £6 million.

Further information: circle 834

Switchgear for Hong Kong

As part of the £11 million contract for rectifier equipment awarded to GEC Rectifiers Ltd, Stafford, for the new Hong Kong mass transit railway system, the factories of GEC Switchgear Ltd in Manchester are sharing orders worth £2 million for the supply of high speed 1500 volt d.c. switchgear, 33 000 volt and 11 000 volt distribution switchgear, and control room panels for the new railway system.

Further information: circle 835

UK machine tools for Poland

Giddings and Lewis-Fraser of Arbroath is to supply to Poland's Ursus tractor factory, machine tools worth £918,500.

The Ursus plant on the outskirts of Warsaw, is being extended and re-equipped under an industrial co-operation agreement with Massey-Ferguson-Perkins for the production in Poland of British-designed tractors and engines.

Endomatic end-facing and centring machines account for most of the machine tools to be supplied from Giddings and Lewis-Fraser's plant at Tayside, Scotland, but also significant are ejector drilling machines.

Further information: circle 836

Dragline to US

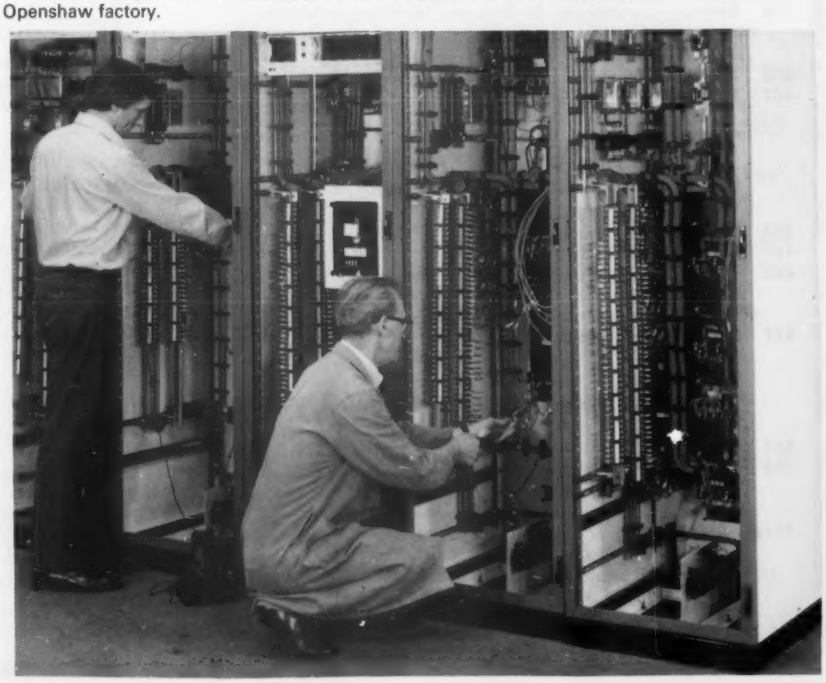
Ransomes and Rapier, of Ipswich, has sold one of its new range of walking draglines to Shannon Coal of Pennsylvania, United States. The value of the contract is about £4 million.

Ransomes and Rapier recently re-entered the world market for walking draglines which are used on open pit coal and mineral extraction to remove the overburden from the underlying mineral strata and dump it in the worked out section of the mine.

The machine, the Rapier W2000 walking dragline, designed and built in Ipswich, weighs 2000 tonnes and the boom length is 250 ft. The bucket has a capacity of 44 cu yd and will dig and dump out to 250 ft radius, almost 60 tonnes of overburden in each operating cycle. This gives an output of 3000 tonnes an hour.

Further information: circle 837

Control and relay boards for the 33 000 volt switchgear under manufacture at GEC's Higher Openshaw factory.



Dam works completed in India

Under contracts totalling £375,000 the India branch of the Cementation Co Ltd has completed important dam works in Bihar and Maharashtra states. The first, worth £210,000, was for a plug type dam at Chasnalla following the mine disaster there in 1975. It became necessary to seal off the underground mine from the old workings otherwise the mine would have had to be abandoned.

Cementation completed this stage of the contract well ahead of schedule and it was the first time such works had been executed in India.

Cementation has also carried out drilling and grouting worth £165,000 on the 70-year-old Radhanagari dam to fill up voids with cement grout. The work was carried out for the Chief Engineer, Irrigation and Power, Government of Maharashtra.

Further information: circle 838

Reproduction lamps win export orders

Agreements and orders worth more than £100,000 of export business have been won by D. W. Windsor of Stanstead Abbotts, Hertfordshire, since the launch of the company's range of reproduction Victorian street lamps.

A sole agency agreement was signed on the company's stand at the recent Hanover fair which involved a minimum supply of £50,000 of equipment to Germany. Half of this quantity has already been delivered.

In Canada, the Charlottetown Area Development Corporation has standardised on the Windsor lantern as a feature of a five-year restoration programme of the old harbour district, and the first year's consignment has already been shipped. Other orders have been received and despatched to Holland, Norway, Australia, Belgium, Luxembourg, Denmark, Switzerland and the USA.

Further information: circle 839

UK firms win Trinidad contracts

Two UK companies have won major contracts in Trinidad and Tobago. John Brown Engineering Gas Turbines has been awarded a contract for the supply of two 25-30 MW generators to be installed at Point Lisas.

A contract for more than £2 million for two offshore platforms for the Trinidad Tesoro Petroleum company has been won by George Wimpey (Caribbean) Ltd.

Further information: circle 840

Flanges exported

Macnays Scottish division of GKN Steelstock has secured its largest order for export, £140,000 worth of flanges and fasteners for an extension to a Philippines copper mine. The order is to be completed by early next year.

Macnays is the specialist tubes product group of GKN Steelstock. The Scottish division, based at Rutherglen, Glasgow, has been a leading manufacturer of flanges under the 'McFadden' name for over 35 years. The division also manufactures hose connectors for the oil industry.

Further information: circle 841

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Iraq buys UK crockery

Royal Doulton Tableware's hotel ware division has secured one of its largest ever single orders, worth more than £100,000. The company is to supply around about 100 tons of glass and china to the Iraq state organisation for tourism for use in the country's hotels.

The chinaware is being specially designed for the organisation by Royal Doulton with an inscription in both English and Arabic.

Large amount

The amount of ware is so large that it is likely that both the china and the glass, which will be supplied by the company's own distributors Doulton Hotel Supplies Ltd, will be transported overland by large container lorries. The consignment is due for delivery early in 1978.

Further information: circle 842

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, which is concerned with collecting from industry items suitable for dissemination overseas by way of government information services. The COI is interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest regional office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277 NTYNE).

Yorkshire & Humberside: Mr T. Cooban, City House, New Station Street, Leeds LS1 4JG (Tel: 38232 – Telex 55472 COI DOE – G).

East Midland: Mr A. Waller, Severns House, 20 Middle Pavement, Nottingham NG1 7DW (Tel: 0602 56181 – Telex 37572 COINOT – G)

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187 COICAM – G).

London & South Eastern*: Mr A. J. Goodson, St Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 COI FORLANG LDN, message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 580463 – Telex 848216 CENTROFORM RDG).

South Western: Mr P. D. Yorke, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203 COIBSL – G).

West Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Middle Way, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 337576 COIBHAM).

North Western: Mr P. B. Porter, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830 CENTROFORM MCHR).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

United Kingdom in figures

Extracts from the 1977 edition of 'United Kingdom in figures', a pocket-size card produced by the Government Statistical Service and available free of charge from the Press and Information Section, Central Statistical Office, Great George Street, London SW1P 3AQ.

Population and vital statistics	**1951**	**1971**	**1975**	**1976**
United Kingdom population (*millions*)	50·3	55·6	55·9	55·9
England (130,441 sq km)	41·2	46·1	46·4	46·4
Scotland (78,775 sq km)	5·1	5·2	5·2	5·2
Wales (20,768 sq km)	2·6	2·7	2·8	2·8
Northern Ireland (14,120 sq km)	1·4	1·5	1·5	1·5
Males	24·2	27·0	27·2	27·2
Females	26·1	28·6	28·7	28·7
% of population between 16 and retirement age	62·5	58·2	58·1	58·3
% of population over 74	3·6	4·7	5·0	5·1
Births per thousand population	15·8	16·2	12·5	12·1
Deaths per thousand population	12·6	11·6	11·8	12·0
Births per thousand women aged 15–44	73·0	84·8	63·6	61·9
Legal abortions (UK residents) (*thousands*)	nil	100·9	113·9	108·2
Marriages (*thousands*)	411·4	459·4	430·7	402·3
Divorces[1] (*thousands*)	30·9	79·6	129·4	136·0
Re-marriages (one or both parties) (*thousands*)	73·7	90·8	124·5	na
Households (*millions*)	14·9	18·9	19·6	19·8

Health and safety				
Life expectation at birth (*years*):				
Men	66·2	68·7	69·2	na
Women	71·2	75·0	75·5	na
Infant mortality (*deaths per thousand live births*)	31·1	17·9	16·0	14·0

Employment				
Working population (*millions*)	23·8	25·1	25·8	26·0
Men	16·2	16·2	16·1	16·2
Women	7·6	8·9	9·7	9·8
Unemployed (mid-year) (*millions*)	0·2	0·7	0·9	1·3
Days lost through disputes (*millions*)	1·7	13·6	6·0	3·3
Days lost through sickness, invalidity and injury (men)[2] (*millions*)	na	179	166	na
Hours worked per week[3]	47·8	44·7	43·6	44·0
Trade union membership (*millions*)	9·5	11·1	12·0	na

Education	**1951**	**1971**	**1975**	**1976**
Pupils in public sector schools:				
Primary: number per teacher	30	27	24	24
Secondary: number per teacher	21	18	17	17
% in comprehensives[4]	0·7	37·7	69·7	75·6
School leavers: % with at least—				
1 A and/or 5 O levels (or equiv)	9·4[4]	25·5	25·0	22·4[5]
2 A levels (or equiv)	3·5[4]	13·8	12·9	12·8[5]
Participation in full-time education (*as % of age group*):				
2-4 School[6]	6·9	12·3	20·9	23·7
16-17 School	10·0[4]	27·9	35·7	35·7
Further education colleges	1·4[4]	5·7	7·9	9·3
18-20 School	0·7[4]	2·3	2·3	2·3
Further education colleges	0·8[4]	7·3	7·8	8·0
Universities	na	5·2	5·6	5·7
UK students in higher education (*thousands*)	130·0	456·6	496·6	514·8

Environment				
% population living in metropolitan areas[4]	44·7	39·4	38·1	37·8
Stock of dwellings (*millions*)	14·3	19·5	20·3	20·6
% owner-occupied	29	50	53	53
% rented from local authorities	18	31	31	32
Average price of dwellings (£)[7]	na	5,650	11,950	12,760
New dwellings completed (*thousands*):				
Public	176	168	167	169
Private	26	196	155	155
Licensed road vehicles (all types) (*millions*)	4·8	15·9	17·9	18·2
Motorways in use (GB only) (*miles*)	nil	808	1,243	1,367
Railways in use (*miles*)	20,381	11,930	11,620	11,558
Air: internal passenger movements (*millions*)	0·5	5·4	5·8	6·1

1 GB – divorces granted; NI – petitions filed. 2 Broadly days lost in GB excluding very long term absence. 3 Full-time male manual workers – includes overtime. 4 England and Wales only. 5 Excluding Scotland. 6 Including part-time pupils counted as one in 1975 and 1976 and as a half previously. 7 Bought through building societies.

Movements in the economy (*1970=100*)	**1951**	**1971**	**1975**	**1976**
Gross domestic product	60·0	101·8	107·6	108·9
Output of selected industries:				
All manufacturing	56·8	99·5	102·5	103·4
Engineering and allied	57·2	98·9	103·7	99·8
Passenger cars	29·3	106·2	77·3	81·3
Chemicals	32·8	102·3	113·8	124·8
Crude steel	57·2	87·0	71·2	80·2
Man-made fibres	29·1	102·3	93·8	103·2
Construction	56·7	103·1	92·6	88·9
Agriculture, forestry and fishing	65	106	110	102
Volume of fixed investment	36·4	102·4	105·7	101·1
Volume of consumer spending	61·5	102·7	111·3	111·5
Balance of payments current account (*£million*)	−369	+1,058	−1,701	−1,405

Standard of living (*1970=100*)				
Retail prices	49·3	109·4	184·4	215·0
Average earnings (GB only)	na	118·7	226·6	261·9
Real personal disposable income per head	62·4	102·3	118·6	118·2
Volume of consumer spending per head	67·5	102·6	110·4	110·5
Real national disposable income per head	na	101·9	103·9	105·8

Energy				
Total inland energy consumption (*million tons coal equivalent*)	232·6	325·7	319·7	324·7
Coal	206·2	137·1	118·1	120·1
Petroleum	25·4	148·8	134·4	132·1
Natural gas	nil	28·4	54·5	57·9
Nuclear electricity	nil	9·7	10·8	12·7
Hydro-electricity	1·0	1·7	1·9	1·9
Indigenous fuel production:				
Crude oil (including condensate) (*million tonnes*)	0·15	0·21	1·56	12·01
Natural gas (*thousand million cu metres*)	nil	18·5	36·3	38·4
Coal (*million tons*)	222·6	147·1	126·6	121·8

The nation's accounts 1976 (*£ thousand million*)

Summary

Domestic output	108·9	Consumption of goods and services	89·1
Property income from abroad	1·2	Fixed investment and stocks	22·5
Total income (GNP)	110·1	*Total expenditure*	111·6
Current international transfers, etc			−0·1
Balance of payments current account			−1·4

Personal income, expenditure and saving

Income from employment	78·6	Food, drink, tobacco	23·1
Income from self-employment	10·2	Housing, fuel, light	14·5
Rent, dividends, interest	10·7	Clothing and durables	11·7
National insurance benefits, etc	12·8	Other goods	11·7
Total personal income	112·3	Other services	12·6
Total income after tax, etc	86·2	*Total consumers' expenditure*	73·6
Balance (personal saving)			12·6

Income and expenditure of central and local government

Selected items of income:		*Selected items of expenditure:*	
Income tax	17	Defence	6
Corporation tax	2	Education	7
VAT	4	Health and welfare	8
Other customs and excise duties	7	Social security	11
Motor vehicle duties	1	Housing	5
National insurance contributions	8	Roads	2
Local authority rates	5	Trade and industry	5
Borrowing	8	*Total expenditure*	58

Overseas transactions

Export of goods	25·4	*Import of goods*	29·0
EEC	9·0	EEC	11·1
Rest of Western Europe	4·0	Rest of Western Europe	4·0
North America	3·1	North America	3·9
Oil exporting countries	3·2	Oil exporting countries	3·9
Food, drink, tobacco	1·7	Food, drink, tobacco	4·6
Basic materials and fuel	2·0	Basic materials and fuel	8·0
Manufactured goods	20·9	Manufactured goods	15·9
Invisible credits	13·8	*Invisible debits*	11·7
Transport and tourism	5·9	Transport and tourism	5·0
Financial and other services	3·3	Financial and other services	1·6
Interest, profits, dividends	3·7	Interest, profits, dividends	2·6

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	88	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 1st qtr.	109.3	8,989	2,555	472	516	−170	−31	−23	−44	−565	−944	379
2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	428	510	170	151	30	−5	−204	−696	492
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−2.0	−6.8	—	+0.3							
on a year earlier	−0.2	−1.1	−8.8	+4.3	+5.9							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)	mid-month count		mid-month count	On a balance of payments basis at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	110.0	110.6	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.9	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7ø	2.6ø	302.7ø	132.0	136.4
1975	101.7	102.4	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0ø	126.1	126.5
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8ø	5.4ø	120.4ø	136.6	134.3
1976 3rd qtr.	101.8	103.8	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.1	104.7	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8ø	5.6ø	..	141.5	138.2
1977 1st qtr.	103.6	105.6	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.0	102.9	103.9	102	181.9	17.4	347.7	259.2	285.3	1,330.4	5.6	159.2	149.3	143.9
3rd qtr.							341.1 p	267.7 p		1,420.8	6.0	150.5		
1976 July	101.8	104.0	108.8	91	156.3	12.9	302.0	219.8	263.1	1,288.9	5.5	118.6	131.1	139.5
Aug.	101.2	103.1	108.9	115	158.5	13.8	304.0	223.4	267.2	1,308.8	5.6	126.2	135.6	133.8
Sept.	102.3	104.3	108.9	86	160.6	14.3	314.4	226.3	266.1	1,318.7	5.6	125.9	138.0	140.5
Oct.	102.7	104.8	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.3	104.9	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.4	104.4	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.7	105.5	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103.4	105.6	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.6	105.8	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.5	103.7	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	138.7
May	103.6	105.1	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.4
June	100.0	100.0	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	150.7
July	101.8 p	102.8 p	107.0	109	183.8	17.6	344.6 p	265.8 p	286.3 p	1,402.2	5.9	152.7	153.3	149.0
Aug.			107.2	124	184.7	16.5	339.5 p	268.0 p		1,413.8	6.0	154.1	150.2 p	131.2 p
Sept.							339.1 p	269.2 p		1,446.4	6.1	144.7		
% change latest 3 months on prev 3 months	−1.3	−2.3	+2.1	+1.6	+2.7		−1.9	+3.3	+1.5	+6.8			+4	+2½
on a year earlier	−0.6	−1.2	−2.3	+8.8	+17.3		+11.2	+19.9	+9.5	+8.8			+12	+5

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. Not available ø Average of available months

Inquiries: 01-215 3453

Further fall in inflation rate indicated by Price Commission index . . .

A further fall in the rate of inflation is indicated by the Price Commission index for September. Over the six months to September the index is provisionally estimated to have risen at an annualised rate of 7.8 per cent, continuing the progressive reduction from the high figure of about 21 per cent in March, and from 11.7 per cent in August.

The Price Commission index is based on price increases that larger concerns propose making. They cannot make the increases until 28 days after notification and in practice the time lag may be greater than this.

The commission index, which has shown itself to be a forward indicator of trends in prices, has now fallen for six successive months from the peak of an annualised rate of increase of over 20 per cent in March. The drop in the past two months has been particularly sharp. While the commission expects this much lower rate of inflation to be maintained for some time, further reductions in the index over the next few months are likely to be far less pronounced and there could even be an occasional month in which the downward trend is temporarily interrupted.

The reasons for measuring changes in prices over six-month periods was explained in the commission's report for 1 March to 31 May 1976. This method of comparison, it was said, 'gives a better view of the underlying trend than figures for one or three months, which may be unduly affected by large increases occurring in particular months. Similarly, at a time when significant change may have occurred in the trend, the six-month figures give an earlier and better indicator than figures based on a 12-month comparison.'

The first table shows that the fall in the rate of increase in the commission index first shown in the figure for April has continued up to September, with particularly sharp reductions in the last two months.

A final count of the number of notifications in September is not yet available. It is however clear that while the total number was higher than the exceptionally low figure for August the total monetary value of the increases notified was only slightly higher. The September totals like those for August will be less than half the totals for average months earlier in the year.

Table 1 Changes in Price Commission index and retail price index: six month index annualised Percentages

		Price Commission index	Retail price index[1]
1976	January	15.5	13.6
	February	16.3	13.2
	March	16.6	12.6
	April	15.0	13.6
	May	12.0	13.3
	June	13.1	12.6
	July	12.6	12.9
	August	12.4	13.2
	September	13.5	14.5
	October	17.0	14.4
	November	19.4	14.2
	December	18.2	15.2
1977	January	18.2	18.0
	February	19.1	18.4
	March	20.9	18.7
	April	17.4	19.7
	May	16.2	20.0
	June	15.1	19.6
	July	14.5	15.6
	August	11.7	14.9
	September	7.8 p	—

Figures are based on increases over a six-month period annualised on the basis used by the Department of Employment.
[1] Excluding seasonal foods. p Provisional.

. . . and manufacturers' output prices rise only ½ per cent in September

Output prices

The provisional price index for the home sales of manufactured products increased by ½ per cent in September to 269.2 (1970 = 100). This was the smallest increase for 4½ years.

The ¾ per cent increase in the September index for manufactured products other than food, drink and tobacco was lower than in each of the two previous months, reflecting the normal quarterly pattern. Small price increases were spread across most sectors. This index rose 3 per cent in the latest three months, the same increase as in the three months to August.

The index for the output of the food manufacturing industries fell slightly in September as in August. There were small price movements in most sectors, with lower prices for animal feedingstuffs making the most significant contribution.

The change in the index for all manufactured products measured over a 12-month period fell again, from 20 per cent in August to 19 per cent in September.

1970 = 100	July	Aug p	Sep p
Output prices (home sales)			
All manufactured products	265.8	268.0	269.2
Products of manufacturing industry other than food, drink and tobacco industries	270.2	273.3	275.2
Products of the food manufacturing industries	295.1	294.7	294.2
Prices of materials and fuel purchased			
By manufacturing industry	344.6 p	339.5	339.1
materials	352.2 p	346.5	346.0
coal, gas and electricity	272.9	273.0	273.0
By manufacturing industry other than food, drink and tobacco industries	359.2 p	355.5	355.1
materials	371.4 p	367.3	366.8
By food manufacturing industries	314.2	305.0	305.4
materials	314.2	304.7	305.2

p Provisional.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell slightly in September to 339.1.

The fall of ¼ per cent in the index for materials purchased by manufacturing industry other than the food, drink and tobacco industries was the result of the continued stability in world commodity prices together with a further slight appreciation of sterling in September. This index fell by ¾ per cent during the past three months.

The index for materials purchased by the food manufacturing industries rose ¼ per cent in September. Price rises for home-produced materials (including packaging) more than offset lower prices for imported materials. There were higher prices for home-landed fish and bacon factory pigs, and lower prices for tea and home-produced and imported cereals. During the past three months this index has fallen by 4½ per cent.

There is still insufficient information available to enable the Department of Energy to provide a firm figure for the 'time of order' index for crude oil in July. As a result several of the index numbers of materials purchased are still provisional from July.

Inquiries: 01-215 3351.

Table 2 Changes in Price Commission index, wholesale price index and retail price index

Six months to	Price Commission index	Wholesale price index	Retail price index[1]	
1973				
Sep	3.5	6.3	4.8	(4.9)
Oct	3.8	7.5	4.9	(5.1)
Nov	4.7	7.4	4.9	(5.4)
Dec	5.0	7.7	5.2	(5.3)
1974				
Jan	7.8	9.4	6.7	(6.5)
Feb	8.2	11.6	8.3	(7.8)
Mar	8.3	13.1	8.3	(7.9)
Apr	9.8	14.6	9.8	(9.7)
May	9.2	15.5	10.5	(10.3)
Jun	8.7	15.8	10.8	(10.5)
Jul	6.6	14.4	9.7	(10.0)
Aug	6.3	12.7	8.0	(8.2)
Sep	6.3	11.5	8.2	(8.5)
Oct	5.0	10.8	6.7	(7.0)
Nov	7.3	10.6	7.1	(7.3)
Dec	8.7	10.8	7.5	(8.1)
1975				
Jan	10.9	12.7	9.3	(9.5)
Feb	12.7	12.7	11.0	(11.1)
Mar	13.1	13.0	12.0	(11.9)
Apr	12.9	12.5	14.0	(13.8)
May	10.2	13.7	16.8	(16.6)
Jun	9.7	12.8	17.3	(16.8)
Jul	9.1	10.8	15.5	(14.9)
Aug	7.5	10.0	14.3	(14.0)
Sep	7.1	8.8	13.0	(12.9)
Oct	7.8	7.9	10.4	(10.4)
Nov	9.2	6.2	7.2	(7.2)
Dec	9.3	6.6	6.5	(6.6)
1976				
Jan	7.5	6.8	6.8	(6.6)
Feb	7.8	7.1	7.5	(6.7)
Mar	8.0	7.0	7.2	(6.1)
Apr	7.2	7.4	7.7	(6.6)
May	5.8	8.0	7.6	(6.7)
Jun	6.4	7.7	6.8	(6.4)
Jul	6.1	7.3	5.7	(6.2)
Aug	6.0	7.8	5.8	(6.4)
Sep	6.6	8.5	6.6	(7.0)
Oct	8.2	8.7	6.5	(7.0)
Nov	9.3	9.2	6.8	(6.9)
Dec	8.7	9.3	7.7	(7.3)
1977				
Jan	8.7	11.4	10.3	(9.0)
Feb	9.1	11.1	9.8	(8.8)
Mar	9.9	10.8	9.5	(8.9)
Apr	8.4	11.0	10.3	(9.8)
May	7.8	10.7	9.6	(9.5)
Jun	7.3	10.6	9.3	(9.4)
Jul	7.0	8.5	6.6	(7.4)
Aug	5.7	8.0	6.1	(7.2)
Sep	3.8 p	7.3	—	—

[1] The figures in brackets are the retail price index, excluding seasonal foods. p Provisional.

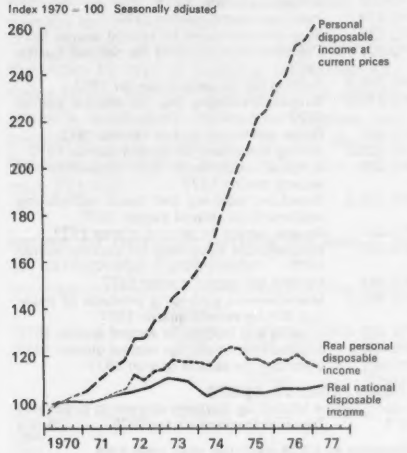
Bigger share of the cake for pensioners, working women and lower paid

The small rise in living standards in recent years has gone to those on state pensions, to working women and to the lower paid. This is stated in an article on 'trends in real incomes' in the October issue of *Economic Progress Report*, prepared by the Treasury information division.

Changes in our national living standards are determined primarily by changes in the

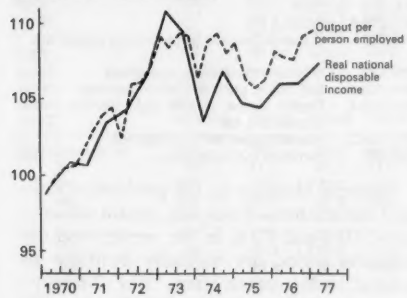
Disposable income

Index 1970 = 100 Seasonally adjusted



Productivity and national income

Index 1970 = 100 Seasonally adjusted



level of real national disposable income (RNDI) and this reflects our productivity and the terms on which we can buy imports and sell exports. Since the oil price rise at the end of 1973 there has been no sustained improvement in productivity and RNDI has fallen, reflecting mainly the change in our terms of trade. By the end of 1974 the real incomes of most non-pensioner households had risen more than 10 per cent above 1970 levels, but the rise was not sustainable as it was associated with large additions to our external debts at a rate which could not continue. By the second quarter of 1977 the real disposable income of these households had returned close to 1970 levels.

Better than average

The groups that have fared better than average are people on state retirement pensions, households with both husband and wife in full-time employment, and the lower paid,

Real disposable household income and pensions for selected household types

Second quarter 1977 — Index 1970 = 100

	Single	Married man	Man and wife, both in employment	Married man + 2 children
½ x average earnings	101.3	102.0	—	101.0
Average earnings	100.4	100.9	106.4	100.3
1½ x average earnings	99.5	99.8	—	99.5
3 x average earnings	90.1	91.9	—	93.1
Retirement pensions	123.0	121.6	—	—

while the living standards of the higher paid have fallen well below 1970 levels.

The tax cuts in this year's budget have checked the fall in average real take-home pay and the prospect is for real standards to be at least maintained. For the country as a whole the restoration of living standards to the 1974 level and any further improvements will have to be based on improvement in productivity. Increases in money earnings do not ensure real improvement.

Monthly economic assessment

The Treasury's latest monthly economic assessment confirms that the rate of inflation is falling; from April to August retail prices have risen by only 2½ per cent. The recovery of retail sales in July was maintained in August. The balance of payments showed a surplus of £128 million over the three months to August. Confidence continued strong in financial markets with the exchange rate stable, interest rates falling, and share prices high by recent standards.

Vehicle production: provisional estimates for September

Provisional estimates of vehicle production in the United Kingdom in the five weeks ending 1 October 1977 are shown below. More detailed production figures are due to be published on 27 October.

Inquiries: 01-212 0788.

Thousands

		Passenger cars		Commercial vehicles	
	No. of weeks	Recorded	Recorded seasonally adjusted (monthly average)	Recorded	Recorded seasonally adjusted (monthly average)
1975	52	1 268	106	380.7	31.7
1976	53	1 333	111	372.1	31.0
1976					
Sep	5	98	106	32.0	30.7
Oct	5	141	111	39.3	30.9
Nov	4	120	112	33.6	33.6
Dec	5	110	99	31.7	27.4
1977					
Jan	4	115	119	33.4	37.5
Feb	4	91	95	32.4	34.0
Mar	5	112	93	41.0	34.9
Apr	4	106	126	28.3	31.0
May	4	134	124	37.6	35.4
Jun	5	109	95	32.6	28.2
Jul	4	73	103	26.4	33.2
Aug	4	77	97	22.8	33.5
Sep	5	110	117	35.8	33.7
Apr-Jun 1977			115		31.5
Jul-Sep 1977			106		33.5
Percentage change			−8		+6

The figures to not include cars despatched in the form of components for assembly at Leyland's plant in Seneffe. There were 9833 of these in September, 55 425 in the period January to September 1977.

New companies registered in September

Details of new companies registered in Great Britain during September 1977 showing nominal capital are given in the table. The figures exclude unlimited companies and companies limited by guarantee.

Inquiries: Cardiff (0222) 388588, ext. 2228.

Companies registered in Great Britain in September

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2 936	—	2 936
Over £100 but under £1 000	73	—	73
£1 000 but under £10 000	936	—	936
£10 000 but under £50 000	418	—	418
£50 000 but under £100 000	63	—	63
£100 000 but under £1 000 000	88	—	88
£1 000 000 and over	13	—	13
Total number	4 527	—	4 527
	£ thous	£ thous	£ thous
Total amount of nominal capital	51 261	—	51 261

Companies registered in Great Britain in 1976 and 1977

	1976		1977	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 476	21 780	3 225	30 825
February	4 088	19 228	4 330	34 505
March	6 190	41 680	5 843	49 266
April	4 150	22 354	5 499	41 860
May	4 343	25 095	4 097	27 086
June	5 624	25 815	4 169	61 951
July	4 954	58 659	4 172	34 238
August	4 221	44 690	4 242	42 331
September	4 377	25 342	4 527	51 261
October	4 600	34 544		
November	4 667	60 549		
December	4 655	147 053		
Total	55 345	526 789		

Retailers' stocks in August

Based on the non-seasonally adjusted data of table 1, the level of stocks at book value in August was 22 per cent higher than a year earlier; at constant prices it was 3 per cent higher.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (table 2) suggests an increase of £19 million in August. Despite this slight increase, the seasonally adjusted volume of stocks are running at a lower level than was being experienced between March and June. The lower level of stocks recorded on July and August coincides with a higher level of the seasonally adjusted volume of retail sales following low figures between March and June.

Inquiries: 01-215 3220.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,872 million.
2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, 1974, the usual comparisons with a year earlier for the book value series have not been given. From April, 1974, the basis of valuation is comparable with that of a year earlier and the percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.
3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.
4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.
5 Long-run series back to 1967 for both table 1 and table 2 were included in the article in *Trade and Industry*, 23 September 1977.

Table 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	99	101	102	103	105	102	102	104	113	119	106
1973	103	107	112	112	112	117	116	118	123	134	143	132
1974	128	129	135	139	144	145	144	143	149	161	171	154
1975	148	150	157	153	158	160	158	158	168	184	198	178
1976	168	171	181	181	181	181	177	177	190	211	226	203
1977	195	199	219	222	222	225	215	216				
1971	6	6	6	6	6	7	6	7	7	8	8	8
1972	7	8	8	7	8	8	7	8	7	7	8	6
1973	8	8	10	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	21	21	20	19	17
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22				
At constant (1970) prices												
1971	94	96	98	98	97	99	96	96	99	106	111	100
1972	95	97	100	100	100	102	99	99	101	108	114	101
1973	98	101	105	110	114	117	115	115	119	128	135	123
1974	118	117	120	121	123	121	119	117	119	127	132	117
1975	109	108	112	106	108	108	105	104	110	119	127	113
1976	106	106	112	111	110	109	106	105	111	122	128	114
1977	107	107	116	116	115	116	109	109				
1971	−2	−2	−1	−2	−2	−1	−2	−1	—	2	1	1
1972	1	2	2	2	3	4	3	4	2	2	3	1
1973	3	4	5	10	13	15	16	16	18	18	19	22
1974	20	16	14	10	8	3	3	1	—	−1	−2	−5
1975	−8	−7	−7	−12	−12	−11	−11	−11	−8	−6	−4	−3
1976	−3	−2	—	5	2	1	1	1	1	2	1	1
1977	1	1	4	5	5	6	3	3				

Table 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1971	−9	2	−7	1	−11	19	−6	13	4	24	−14	2
1972	−1	10	−1	13	5	23	−15	24	−24	9	−6	−22
1973	43	25	24	104	57	48	13	24	3	3	14	21
1974	22	−46	4	28	29	−32	5	−16	−26	−19	−14	−44
1975	−25	−31	12	−82	21	—	−8	4	20	33	17	−26
1976	−6	−12	51	−9	−27	−9	−23	16	23	39	5	−39
1977	10	−17	109	5	−24	14	−82	19				

See note 2.

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES

Monthly at £3.06 each per year post free

PM 332	Metal-working machine tools for May and June 1977
PM 471.1	Wood chipboard for August 1977
PM 481	Paper and papermaking materials for July 1977

Quarterly at £1.00 each per year post free

PQ 211	Grain milling for second quarter 1977
PQ 221	Vegetable and animal oils and fats for second quarter 1977
PQ 321	Brewing and malting for second quarter 1977
PQ 272	Pharmaceutical chemicals and preparations for second quarter 1977
PQ 274	Paint for second quarter 1977
PQ 275	Soap and detergents for second quarter 1977
PQ 277	Dyestuffs and pigments for second quarter 1977
PQ 279.5	Printing ink for second quarter 1977
PQ 279.6	Surgical bandages, etc, for second quarter 1977
PQ 338	Office machinery for first quarter 1977
PQ 339.1	Mining machinery for second quarter 1977
PQ 353	Surgical instruments and appliances for second quarter 1977
PQ 365.2	Broadcast receiving and sound reproducing equipment for second quarter 1977
PQ 421	Narrow fabrics for second quarter 1977
PQ 441	Weatherproof outerwear for second quarter 1977
PQ 464	Cement for second quarter 1977
PQ 482.2	Miscellaneous packaging products of paper and film for second quarter 1977
PQ 493	Brushes and brooms for second quarter 1977
PQ 499.1	Musical instruments for second quarter 1977
PQ 602	Electricity for second quarter 1977

MISCELLANEOUS SERIES

Yearly (price including postage shown in brackets)

M 4	Overseas transactions for 1975	(£1.90)

Monthly at £3.06 each per year post free

M 1	Motor vehicle registrations for August 1977

1973 Report on the Census of Production (price including postage shown in brackets)

PA 229.2	Starch and miscellaneous foods	(92p)
PA 263	Lubricating oils and greases	(67p)
PA 274	Paint	(67p)
PA 279.5	Printing ink	(67p)
PA 336	Construction and earth-moving equipment	(92p)
PA 337	Mechanical handling equipment	(92p)
PA 349.1	Ball, roller, plain and other bearings	(92p)
PA 369.4	Electric lamps, electric light fittings, wiring accessories, etc	(92p)
PA 429.2	Miscellaneous textile industries	(67p)
PA 472	Furniture and upholstery	(92p)

Business Monitors in the production series and miscellaneous series, and certain monitors (nos. SD 1 and SD 6) in the service and distributive series, are normally available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSONPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly monitors cost 50p a copy post free. Please send payments for all orders below £5.

Catalogues of government publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of government publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

Footwear industry: orders, deliveries and stocks in July

In the three months ended July 1977 deliveries in the footwear industry were estimated to be 2 per cent higher on a seasonally adjusted pairage basis, than in the three months ended April 1977. Net new orders were 5 per cent lower than in the previous three months, while at the end of July orders on hand were 10 per cent down on the April 1977 level. The index of output in the three months ended July 1977 remained at the same level as in the three months ended April 1977.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: 01-212 6787.

Index of output: orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders-on-hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£m	Million pairs		£m	Million pairs		£m	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968	113	41.6		17.3			17.0			
1969	108	34.6		15.9			16.5			
1970	100	38.9		16.6			16.2			
1971	108	32.5	55.7	15.7			16.2		23.8	19.4
1972	104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	101	38.8	91.8	13.2		36.2	13.7		35.1	15.8
1976	101	46.8	132.9	13.8		42.8	13.1		39.4	14.4
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1975 1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
2nd	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
3rd	101	33.1	70.0	11.4	13.9	33.1	14.1	13.8	37.2	17.4
4th	101	38.8	91.8	15.5	14.6	43.4	13.6	13.4	36.1	15.8
1976 1st quarter	101	42.6	89.2	14.6	13.1	38.9	13.3	12.9	39.8	19.0
2nd	99	46.3	107.5	12.8	12.8	40.4	11.5	12.4	34.3	20.9
3rd	99	36.9	89.7	10.0	12.0	34.7	13.2	12.8	40.7	17.2
4th	106	46.8	132.9	17.6	16.9	57.3	14.3	14.1	42.9	14.4
1977 1st quarter p	108	57.1	140.7	17.1	15.7	51.6	13.7	13.4	48.9	14.7
2nd p	104	56.2	151.0	12.2	11.9	46.3	12.5	13.5	42.8	17.2
1976 January	105	38.9	88.2	13.2	13.4	33.9	13.1	13.8	37.6	
February	104	40.0	89.3	14.1	13.2	40.3	12.9	12.8	39.2	
March	94	42.6	89.2	16.5	12.8	42.5	13.9	12.1	42.6	
April	95	43.2	94.4	12.2	9.7	39.7	11.6	12.0	34.5	
May	103	48.0	108.4	15.9	15.4	47.0	11.1	13.1	33.0	
June	100	46.3	107.5	10.2	13.4	34.4	11.8	12.2	35.3	
July	95	40.8	90.7	6.3	10.3	20.2	11.8	12.2	37.0	
August	97	38.1	87.9	8.8	11.4	33.7	11.4	12.0	36.6	
September	105	36.9	89.7	15.1	14.2	50.3	16.2	14.1	48.5	
October	104	44.9	111.7	23.6	19.0	67.6	15.6	14.2	45.7	
November	101	45.9	126.0	15.6	12.7	59.1	14.6	13.1	44.8	
December	111	46.8	132.9	13.6	19.1	45.0	12.6	15.2	38.1	
1977 January p	107	51.3	133.7	16.3	17.3	42.5	11.8	13.0	41.7	
February p	113	53.7	136.8	16.2	15.2	52.5	13.8	13.6	49.4	
March p	106	57.1	140.7	18.9	14.6	59.6	15.5	13.6	55.7	
April p	96	59.1	150.4	13.7	11.5	49.1	11.7	12.6	39.5	
May p	112	61.2	160.6	15.5	14.4	55.2	13.4	15.1	44.9	
June p	105	56.2	151.0	7.4	9.7	34.5	12.4	12.8	44.1	
July p	99	53.4	137.0	8.9	15.3	28.7	11.6	12.6[1]	42.7	

p Provisional.

[1] Based on early returns, seasonally adjusted deliveries in July are expected to be 12½ million pairs.

Made-up clothing: orders and deliveries in July

In the three months ended July 1977 deliveries by the clothing industry were provisionally estimated to have been 7 per cent higher than in the preceding three months while net new orders were at the same level. Orders-on-hand at the end of July 1977 were 5 per cent lower than the end-April 1977 level. (These comparisons are based on the seasonally adjusted series in the accompanying tables.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Inquiries: 01-212 0116.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975	142		118		115	
1976	135		118		114	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1975						
1st qtr	135	139	116	124	116	121
2nd	165	151	133	119	114	112
3rd	129	141	97	114	114	115
4th	142	149	128	117	116	112
1976						
1st qtr	126	130	109	113	113	114
2nd	148	135	126	116	106	109
3rd	134	147	108	128	120	122
4th	135	142	129	117	118	113
1977						
1st qtr p	142	146	124	129	120	121
2nd p	153	140	123	115	114	119
1976						
Jan	129	128	94	111	102	123
Feb	128	130	115	117	116	113
Mar	126	130	117	111	119	107
Apr	132	131	128	117	105	104
May	150	134	149	122	111	118
Jun	148	135	101	109	103	105
Jul	147	148	102	137	117	122
Aug	136	143	88	114	108	122
Sep	134	147	135	134	136	123
Oct	132	137	151	116	133	113
Nov	138	134	141	112	123	112
Dec	135	142	94	122	99	113
1977						
Jan p	141	140	111	131	106	128
Feb p	136	138	124	126	126	123
Mar p	142	146	137	129	127	114
Apr p	151	151	132	121	114	114
May p	161	144	135	106	116	117
Jun p	153	140	100	119	113	126
Jul p	143	144	114	152	126	131

p Provisional.

Registrations of British, community and foreign films

The table gives details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 7 October 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
British					
Valentino	BR/E 39324/9/10/82	128	4 October	United Artists Corporation Ltd	Aperture Films Ltd
Review no. 2 (31st Year)	BR/E 39326/9/10/82	10	4 October	Data Film Distributors Ltd	National Coal Board
Movietone News 2522	BR/E 39189/9/10/82	8	7 October	British Movietonews Ltd	British Movietonews Ltd
Community					
French Undressing	EC 39323/9/10/82	77	3 October	Variety Film Distributors Ltd	Societe Nouvelle de Doublage, Paris and Valisa Films, Brussels
Crime Busters	EC 39329/9/10/82	97	5 October	Columbia-Warner Distributors Ltd	Tritone Cinematografica SRL and T.O.T.A. S.p.A., Rome
India Song	EC 39330/9/10/82	120	5 October	Artificial Eye Film Co Ltd	Sunchild Productions and Films Amorial, Paris
Foreign					
Pelvis	F 39325	80	4 October	Oppidan (UK) Ltd	Funky Films, New Jersey
Star Wars	F 39327	121	4 October	Twentieth Century-Fox Film Co Ltd	Twentieth Century-Fox Film Corporation, Los Angeles
Emanuelle and Francoise	F 39328	91	4 October	Variety Film Distributors Ltd	Matra Cinematografica, Rome
The French Governess	F 39331	80	4 October	Miracle Films Ltd	P.T.C. Produzione Cinematografica, Rome
The Amsterdam Kill	F 39332	93	7 October	EMI Films Ltd	Fantastic Films Ltd, S.A., Hong Kong
Tintorera	F 39333	88	7 October	Hemdale International Films Ltd	Conacine Corporation National Cinematografica, S.A., Mexico
What'll You Have?	F 39334	26	7 October	Cinema International Corporation (UK)	World Wide Pictures Ltd, London

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL. (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend.)

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) 23 Sept 77
overseas royalties 12 Aug 77
trends in invisibles 7 Oct 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 18 Feb 77
Capital expenditure: manufacturing, distributive and service industries (q) 30 Sept 77
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
Catering trades turnover (q) 26 Aug 77
Census of production (a) 28 Jan 77
Check trading (a) 12 Aug 77
Chemicals industry activity (q) 7 Oct 77
Companies
acquisitions and mergers (q) 12 Aug 77
insolvencies (q) 5 Aug 77
liquidity (q) 9 Sept 77
new registrations:
Gt. Britain (m) This week
N. Ireland (m) 7 Oct 77
rate of return on capital (a) 16 Sept 77
structure of company financing 4 Feb 77
Construction work overseas (a) 15 Oct 76
Energy trends (m) 7 Oct 77
Engineering industries:
production indices (m) 30 Sept 77
sales and orders (m) 23 Sept 77
Film industry
British Film Fund Agency returns (m) 7 Oct 77
cinema admissions and takings (m) 7 Oct 77
annual inquiry (a) 30 Sept 77
exhibitors' quota returns (a) 6 May 77
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) 4 Feb 77
Food
consumption levels (6m) 25 Mar 77
household consumption (q) 7 Oct 77
Footwear industry: production, orders and deliveries (m) This week
Foreign trade: industrial countries' economic indicators (m) 7 Oct 77
quarterly analysis (q) 2 Sept 77
see also Overseas trade of the UK
Hire purchase business (m) 7 Oct 77
Industrial production
index numbers (m) 23 Sept 77
Scotland (q) 9 Sept 77
Wales (q) 29 Jul 77
Insurance companies: investments and assets (a) 20 Aug 76
Investment
book values of overseas direct investments (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 7 Oct 77
investment and earnings overseas (a) 5 Aug 77
Made-up clothing: orders and deliveries (m) This week
Man-made fibres
deliveries (q) 10 Jun 77
production (m) 30 Sept 77
production: quarterly analysis (q) 10 Jun 77
Metal-working machine tools (m) 23 Sept 77
Motor industry
car and commercial vehicle production (m) 30 Sept 77
estimated figures (m) This week
motor trade turnover (q) 26 Aug 77
Office development permits (q) 2 Sept 77
Official reserves (m) 7 Oct 77
Overseas trade of the UK
direct exporters and credit terms (a) 12 Aug 77
analysis of trends (q) 2 Sept 77
backrun (a) 11 Mar 77
export prospects (q) 16 Sept 77
invoicing in foreign currencies 22 Apr 77
see also Balance of payments
Pension funds: investments and assets (a) 20 Aug 76
Regional development grants (q) 12 Aug 77
Research and development expenditure 24 Jun 77 and 1 Jul 77
Retail prices index (m) 23 Sept 77
Retail trades
sales (m) 7 Oct 77
provisional figures (m) 16 Sept 77
stocks (m) This week
Royalties: overseas transactions (a) 12 Aug 77
Selective assistance
section 7 (m) 26 Aug 77
section 7 £10,000 or more (q) 23 Sept 77
section 8 (q) 23 Sept 77
Shipping
nationality of vessels in UK seaborne trade (a) 9 Sept 77
UK revenue (a) 30 Sept 77
Steel:
consumption and stocks (q) 7 Oct 77
Stocks
manufacturers' and distributors' (q) 30 Sept 77
manufacturers' (m) 30 Sept 77
retail (m) This week
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 30 Sept 77
carpet sales (m) 22 Jul 77
cotton industry production (m) 30 Sept 77
hosiery production (m) 30 Sept 77
wholesale houses' sales and stocks (m) 23 Sept 77
wool exports (q) 26 Aug 77
wool output (m) 30 Sept 77
Tourism
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 29 Jul 77
Wholesale prices
average prices of selected commodities (a) 13 May 77
index numbers (m) 23 Sept 77
initial summary This week

Organisational information

Commercial representation guide 8 Apr 77
ECGD local offices 12 Aug 77
ECGD lines of credit 7 Oct 77
Government statistics guide 15 Jul 77
Guide to departments 2 Sept 77
Guide to schemes of selective financial assistance 7 Oct 77
OTAR contact points This week
Release dates of economic statistics 30 Sept 77
Trade promotions guide This week

CLASSIFIED

Advertisement Department (Trade and Industry) : 13 Great James Street, London WC1N 3DP 01-242 9478

£2 single column centimetre with discount for series. Appointments £2.40 single column centimetre boxed, lineage run on 60p per line.

Trade · Industrial · Services

Overseas Newspapers and Periodicals

LEBANON

Arab Oil & Gas Magazine. The first and most widely circulated Arab Oil Journal, published in three editions.

1. Arab Oil and Gas (English fortnightly) £250 p.a.
2. Le Petrole et le Gaz Arabes (French fortnightly) $320 p.a.
3. Arab Oil and Gas Magazine (Arabic monthly) Offset $60 p.a.
4. Arab Oil and Gas Directory, 1977/78 (English yearly) $120.

Type area 165 × 225 mm, adv. rates 1 page US $ 700, ½ page US $ 400, page 2 colour US $ 850, screen B/W 100-colour 120.

1st Vol. **Markets in Europe.** 9th Edition 1968. $10.00. 2nd Vol. **Markets Outside Europe.** 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 25 years representatives for publishers in over 100 countries for advertising and subscriptions

Belgium

Belgium Express Groupage

Hercules Maritime Ltd.

Contact us at:
Pierhead House, Narrow Street, London E.14
Telephone: 01-790 0256
Telex: 886968

Telephone Components

TMC

FOR EX STOCK DELIVERY OF:
B.P.O. TELEPHONE COMPONENTS

Manufacturers', Trade and Export Enquiries welcomed, quoting BPO and/or Manufacturers' Reference numbers.

Telephone & Wireless Components Ltd.
147 The Broadway, London NW9 7EA. Tel: 01-203 2814. Cables: Telwirco London NW9

Company Information

COMPANY INFORMATION
Tel: 01-253 3030
Jordan & Sons Ltd
Jordan House
47 Brunswick Place
London N1 6EE
Telex: 261010
Jordans

Japan

EXPORTING TO JAPAN

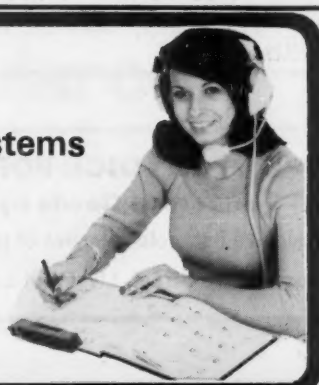
Chartered Engineer/Freelance Sales Engineer visiting Japan on regular basis, used to negotiating large contracts, is willing to undertake commissions. Next visit November. Write/Phone: P. A. Bennett, ABTECH LTD., Orgreave Crescent, Sheffield, S13 9NQ. Tel. 698081

STILLITRON

Language-Learning Systems put you in a class of your own

The complete language package for home or in-service study.

STILLITRON 72 New Bond Street, London W1
Tel. 01-493 1177 Telex 23475



ACADEMY PLASTICS for the best PVC binders, wallets and containers.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Film Transparency holders. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders. Pocket and lapel name holders.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

EXPORTS A PROBLEM?

Mark M. Cansick M.S.M.A.

EXPORT MANAGEMENT IS THE ANSWER

My organisation, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" silencers; "TYROL" rough-casting machines; "MOUNTAIN" lubricating oils; "BRUMMER" wood fillers; "MINX" stainless razor blades; "LAGARMIC" jewellery; etc.

Mark Cansick & Company
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON N.6
Telephone: 01-340 0094 Cables: Cansico, London
Telex No. 261381

SOLVE YOUR LIFT & SHIFT PROBLEMS

'Macmobile' Crane lifts all shapes, sizes and weights up to 4 tons

Converts to **FORK LIFT** or **30' INSPECTION BASKET** in 2 minutes

360° completely rotational power unit provides 9' turning circle

navigates 8' x 6'

Details from
GEOFFREY E. MACPHERSON LTD.
Nottingham NG2 6AD, ENGLAND
Tel: (0602) 700771/5. Grams: 'Mac Nottm'.
Telex: 377218

MAUN HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.

Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

Overseas Agents Required

AGENTS REQUIRED

For selling a range of quality products in the Middle East, Africa and South America. Aspheric Magnifiers, Ophthalmic Lenses, Safety Spectacles, Industrial Magnifiers, Rear View, Clip-on, Interior Driving Mirrors.

For more information and details of products write to:

Combined Optical Industries Ltd,
200 Bath Road, Slough, SL1 4DW, Berkshire, England.

Export Services

EXPORT SERVICES

We are offering small to medium size manufacturers of consumables and consumable durables, a complete Export Service including Marketing Forwarding, Confirming with E.C.G.D. cover via our U.K. office and **Regional Offices** in **Cairo** for Egyptian and Sudan Market and **Amman** Jordan for Saudi Arabia, Gulf States. Eastern Mediterranean. We have resident British staff and U.K. Directors carry out regular visits.

For details contact:
Metap, 39 Prospect Street, Caversham, Reading.
Tel. Reading (STD 0734) 470022/3
Telex: 848446

Articles Wanted

WANTED AND SOLD!!

BALL AND ROLLER BEARINGS

Steelballs, races, plummer blocks, and similar surplus goods

Full details of quantities and sizes offered and required, dealt with by return:

R. Pordes, 529B Finchley Road, London NW3 7BH
Tel: 01-435 9878/9

Optical Instruments

ENBEECO 'MARLUX'
binocular
7 × 50

Fully rubber armoured for protection against the hardest wear and weather conditions.

Write for details
NEWBOLD & BULFORD LTD.
Enbeeco House, Carlton Park
Saxmundham, Suffolk IP17 2NL
Tel: Saxmundham 2933-4-5 Telex: 98584
Answerback: Enbeco G

For Sale

FOR SALE
D700-AM photographic receiver, new in transit cases complete with power supply D700-AS, and all accessories, can be seen working.

Please phone
Maidstone (0622) 50350

Power Plant

EASTERN
TRACTORS LTD

1.5 KVA and 2.5 KVA KNYLOR GENERATORS for Domestic or Commercial use.

Contact: G. M. Bingham-Wallis
Eastern Tractors Ltd.
Springwood Industrial Estate
Braintree, Essex.
Telephone: Braintree 26536

Brass Components

We can supply you precision brass component parts (not pressed or forged but turned) from ¼" to 8" diameter and from 10 gr to 2 kg from your blueprint drawing, at competitive prices. Try once and find out the facts. Write to:
K. P. Rathod, 58 Drakefield Road, London SW17 8RP.

T.I.R.

ITM
LIMITED

Full loads in TIR Trailers to all European destinations
GERMANY - BELGIUM - HOLLAND - AUSTRIA - FRANCE

EQUIPMENT MAINTENANCE, REPAIRS, CONVERSIONS, MANAGEMENT & SUPPLY

RAMSEY ROAD, DOVERCOURT, HARWICH, ESSEX CO12 4TG
Tel. 025-55 6771/5 Telex 987135

Printing Forms, Labels

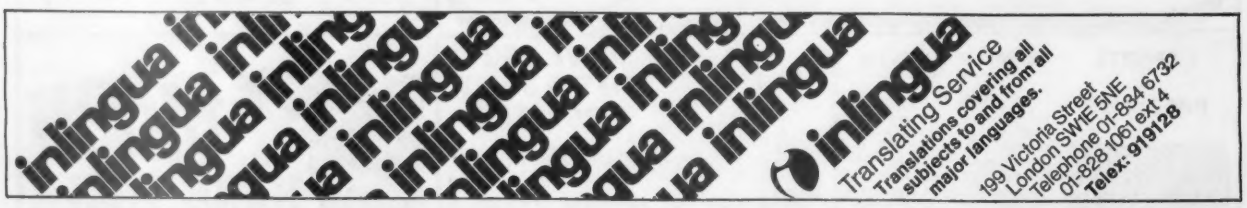
EXPORT INVOICE FORMS

Carriage of Dangerous Goods by Sea Labels

Send for comprehensive list, colour leaflet of labels and price list.

To: **The James Laver Printing Co. Ltd.,** Argyle Street, Liverpool L1 5BL. Telephone: 051-709 1465

Translations



Our hand-picked team – primarily engineers – provides a speedy, specialised translation and interpreting service to industry.

ENGINEERING LANGUAGES LIMITED

4 West Cromwell Road, London SW5 9QJ

Telephone 01-351 3212 **Evenings and weekends 01-370 2728**

Trade and Industry reader services

contact our sources

We shall be pleased to arrange for you to receive without obligation further information on subjects in our new products, technology news, export services and export successes pages.
Add a circle below to the number found at the end of editorial items

READER SERVICE NUMBERS

701	711	721	731	741	751	761	771	781	791	801	811	821	831	841	851	861	871	881	891
702	712	722	732	742	752	762	772	782	792	802	812	822	832	842	852	862	872	882	892
703	713	723	733	743	753	763	773	783	793	803	813	823	833	843	853	863	873	883	893
704	714	724	734	744	754	764	774	784	794	804	814	824	834	844	854	864	874	884	894
705	715	725	735	745	755	765	775	785	795	805	815	825	835	845	855	865	875	885	895
706	716	726	736	746	756	766	776	786	796	806	816	826	836	846	856	866	876	886	896
707	717	727	737	747	757	767	777	787	797	807	817	827	837	847	857	867	877	887	897
708	718	728	738	748	758	768	778	788	798	808	818	828	838	848	858	868	878	888	898
709	719	729	739	749	759	769	779	789	799	809	819	829	839	849	859	869	879	889	899
710	720	730	740	750	760	770	780	790	800	810	820	830	840	850	860	870	880	890	900

contact our advertisers

For more information on the products, properties or services advertised in this issue, circle the relevant numbers. You will receive full information without obligation.

Air Marketing International	T.I 611	Devon & Cornwall Dev. Bureau	T.I 614	P & O	T.I 617
Henry Butcher	T.I 612	Department of Industry	T.I 615	South African Airways	T.I 618
B.W.S. Publications	T.I 613	Midland Bank	T.I 616	Frank Stacey	T.I 619

ensure a regular copy

Over 50,000 people now read Trade and Industry each week. Over 50,000 people in trade and industry, exporting and technology. People wanting facts and figures, prices and statistics. Ensure a regular copy on your desk every Friday.

Annual subscription includes postage to any part of the world.

I would like to take out an annual subscription to Trade and Industry

☐ Please invoice me/my company, or

☐ I enclose £24.99 for one year's subscription, or

☐ Charge one year's subscription to my HMSO account number

Please tick appropriate square

name position

company

address

phone number

Please fill in your name and address and send the page to:

Trade and Industry, FREEPOST, London SW1H 0YZ

Government statistics

For more information, see the Guide to government statistics, published with Trade and Industry, 15 July 1977

Departmental responsibilities and contact points

Central Statistical Office
Great George Street, London SW1P 3AQ
01-233 followed by extension
National income and expenditure, balance of payments, index of industrial production, financial statistics, input/output statistics, development of social statistics, regional statistics ext **6135/6193**
Survey Control Unit inquiries only ext **7341**

Industry, trade, prices

Departments of Industry, Trade and Prices and Consumer Protection

Business Statistics Office
Cardiff Road, Newport, Gwent NPT 1XG
Newport 56111
General inquiries ext **2973**
Production statistics:
- Annual production statistics ext **2455**
- Quarterly and monthly production inquiries exts **2337/2322**
- Purchases inquiry ext **2369**
- Classified List of Businesses exts **2557/2751**

Distribution statistics:
- Census of distribution 1971 ext **2000**
- Annual inquiry into distributive and service trades, capital expenditure and stocks ext **2113**

Other offices
1 Victoria Street, London SW1H 0ET
01-215 followed by extension
Wholesale price indices exts **3351, 3544**
Capital expenditure and stocks, and investment intentions of private industry:
- Manufacturing ext **3176**
- Distributive and service trades ext **3345**

Retail trades turnover ext **3705**
Motor and catering trades turnover ext **3177**
Hire-purchase and other instalment credit ext **3162**
Aerospace ext **4052**
Companies:
- Acquisitions and mergers, liquidity, insolvencies ext **5538**
- Analysis of accounts ext **3132**

Insurance, private sector pensions funds ext **3162**
Overseas trade:
- Visible ext **3131**
- Invisible ext **5176**

Overseas direct investment and earnings ext **3135**
Economic indicators:
- Home ext **3453**
- Industrial countries ext **3442**

Abell House, John Islip Street, London SW1P 4LN **01-211** followed by extension
Scientifically qualified manpower ext **4496**
R&D expenditure by industry ext **3631**

Cromwell House, Dean Stanley Street, London SW1P 3HY **01-212** followed by extension
Shipping ext **6730**
Tourism ext **0616**

Millbank Tower, Millbank, London SW1P 4QU **01-211** followed by extension
Industrial development certificates ext **3324**
Distribution of industry ext **6073**

Dean Bradley House, 52 Horseferry Road, London SW1P 2AG **01-212** followed by extension
Manufacturing industries – production, sales, orders:
- Steel and shipbuilding ext **5544**
- Engineering ext **6044**
- Non-ferrous Metals ext **6532**
- Motor vehicles ext **0788**
- Chemicals ext **6937**
- Textiles, clothing, footwear, leather, man-made fibres ext **6210**

Other industries ext **6331**

Export House, 50 Ludgate Hill, London EC4M 7HU **01-248 5757** **Telex: 886143 DTI Export Ldn**
All foreign and Commonwealth statistics ext **337**

Statistics and Market Intelligence Library ext **368**
Provides up-to-date and comprehensive trade statistics for all countries, and general statistical publications from all over the world. Overseas directories are also held. Reading room and copying facilities are available.

Energy

Department of Energy
Thames House South, Millbank, London SW1P 4QJ **01-211** followed by extension
Fuel and energy statistics ext **4292**

Customs and Excise

Customs and Excise
King's Beam House, Mark Lane, London EC3 7HE **01-626 1515**
Statistics related to all indirect taxes administered by the Department ext **2024**
Bill of Entry Service, Statistical Office, Portcullis House, 27 Victoria Avenue, Southend-on-Sea SS2 6AL
Southend 49421
United Kingdom external trade statistics ext **310**

Employment

Department of Employment
Orphanage Road, Watford, Herts WD1 1PJ
Watford 28500
Employment, unemployment, vacancies ext **403**
Earnings, wage rates, hours of work ext **651**
New earnings survey ext **500**
Stoppages of work due to industrial disputes ext **673**
Employers' labour costs ext **526**
Index of retail prices ext **630**

26 King Street, London SW1Y 6RB
01-214 8627
Family Expenditure Survey

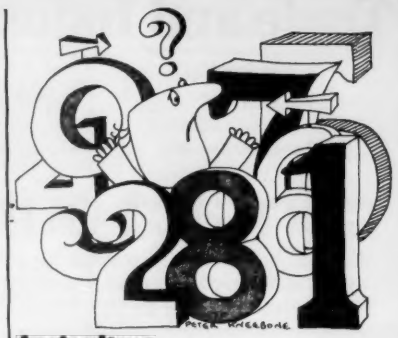
Environment, transport

Departments of the Environment and Transport
St Christopher House, Southwark Street, London SE1 0TE **01-928 7999**
Roads ext **3045**
Road traffic exts **2198, 2629**

2 Marsham Street, London SW1P 3EP
01-212 followed by extension
Passenger traffic, road vehicles, public road passenger transport ext **5533**
Inland freight transport, railways ext **7513**
Road accidents ext **7452**
Traffic of seaports ext **8323**
Road goods transport ext **8297**
Building materials exts **7147, 8411**
Construction industries ext **7142**
Planning and land use ext **4113**
Local government financial statistics ext **4627**
Population projections exts **8558, 8563**
Household projections ext **8555**
Housing ext **8551**

Taxation

Board of Inland Revenue
Somerset House, Strand, London WC2R 1LB
01-438 6649
Statistics of direct taxes, corporate income, surveys of personal incomes, personal wealth and conveyancing.



Agriculture

Ministry of Agriculture, Fisheries and Food
Whitehall Place, London SW1A 2HH
01-839 7711
General inquiries exts **7000, 7024**
National expenditure estimates on food ext **477**
Food consumption estimates exts **388, 479**
Agricultural incomes, etc exts **292, 296, 297, 565**
Agricultural and food statistics for overseas countries ext **544**
Market prices (livestock, dairy products, etc) ext **7058**

Great Westminster House, Horseferry Road, London SW1P 2AE **01-216** followed by extension
Commodity production statistics ext **7501**
Market prices (horticulture) ext **6711**
Fisheries ext **6143**

49–53 Parliament Street, London SW1A 2NH
01-233 followed by extension
Agricultural rents, land prices, etc ext **5454**

Government Buildings, Tolcarne Drive, Pinner, Middlesex HA5 2DT **01-868 7161**
Agricultural prices indices ext **35**
Wholesale price index (manufactured food and soft drinks) ext **108**
National food survey: household food consumption and expenditure ext **44**

Government Buildings, Epsom Road, Guildford GU1 2LD **Guildford 68121**
Agricultural censuses and surveys ext **518**

Population

Office of Population Censuses and Surveys
St Catherine's House, Kingsway, London WC2B 8JP **01-242 0262**

Population and vital statistics (England and Wales):
- National and local estimates of population ext **2249**
- Regional demography and sub-national population projections ext **2183**
- Overseas migration ext **2182**
- National population projections, international data and general inquiries ext **2169**
- Deaths, abortions, infectious diseases ext **2229**
- Births ext **2162**
- Divorces and marriages ext **2168**
- Social surveys ext **2292**

Census of population, general inquiries exts **2009, 2013**

Health, social security

Department of Health and Social Security
Friars House, 157-168 Blackfriars Road, London SE1 8EU **01-703 6380**
Social security statistics ext **4284**

42–46 Weston Street, London SE1 3QW
01-407 4411
Statistics of personal social services ext **230**
Statistics of health services ext **223**

Overseas aid

Ministry of Overseas Development
Eland House, Stag Place, London SW1E 5DH
01-834 2377
Statistics of British aid to developing countries ext **265**

This page gives you more businessmen for your money

Trade and Industry has an audited circulation of nearly 14 000. And an estimated readership of over 50 000.*

Our readership survey has shown just how important that circulation is among the people who matter.

Trade and Industry is a unique publication; with its direct access to government information, it presents up-to-date facts and figures which are often unobtainable from any other source. For the people who make the decisions, Trade and Industry is invaluable; it helps to keep them – and their companies – one step ahead. More and more people are reading Trade and Industry. Over 50 000 each week.

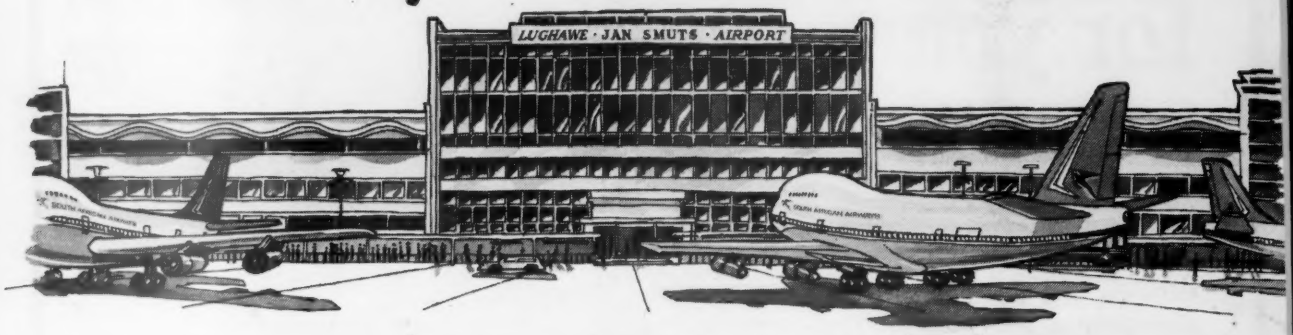
Put it on your media schedule and reach the real decision makers.

Ring Dudley Masters or Tom Barratt on 01-242 9478 and ask them why.

* Audit Bureau of Circulation certified average circulation for 1976: 13 788 copies. Readership survey carried out in April 1976 gives estimated readership of over 50 000.

Trade and Industry: the decision makers' magazine.

Only SAA goes further to help you in your business



Our service doesn't just stop here.

Every evening, an SAA jumbo leaves Heathrow bound for Johannesburg.

But SAA doesn't just stop there.

Our comprehensive system serves 22 major destinations throughout Southern Africa. A unique network. And our big jet fleet ensures fast, convenient services to key centres linked with our international flights.

Our flights from London are extra fast too. The latest 747 Super B and 747SP aircraft. Our Flying Hotels.

And two of our flights are non-stop. On Mondays, non-stop to Johannesburg. On Saturdays we have a non-stop flight to Cape Town plus a one-stop service to Johannesburg. Ideal for the business traveller.

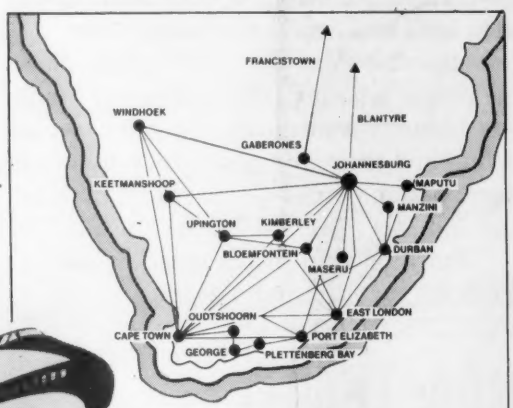
Nobody knows South Africa like South African Airways. And knowing the country as we do, we provide a first class service in the air and on the ground.

For business travel or for vital exports you need fast frequent services. That's where we come in. Your business is our business.

Our friendly, courteous passenger staff know the busy executive's needs. And cargo is cared for by the largest and most experienced cargo team in Southern Africa.

And as part of South Africa's comprehensive transport system we know about connections by air, rail or road. In fact to give you the best possible service, we pull out all the stops.

If you mean business in Southern Africa fly SAA.



Nobody knows South Africa like SAA.

SAA

South African Airways
With you all the way

251/9 Regent Street, London W1R 7AD. Tel: 01-734 9841.
South African Airways Cargo Sales and Reservations Centre, **NOW AT** Euro-Pan House, Poyle Road, Colnbrook, Bucks SL3 0AX. Telephone: COLNBROOK 3334-9.
Or at Waterloo Street, Birmingham, 021-643 9605. Hope Street, Glasgow, 041-221 2932. Peter Street, Manchester, 061-834 4436.

FOR FURTHER INFORMATION PLEASE ENCIRCLE TI 618 ON READER SERVICE REPLY FORM IN THIS ISSUE

Registered as a Newspaper Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS.

ISBN 0 11 724877 0
ISSN 0006-5323